

# THE NATIONAL Provisioner

BMS  
APRIL 26, 1958

ading Publication in the Meat Packing and Allied Industries Since 1891

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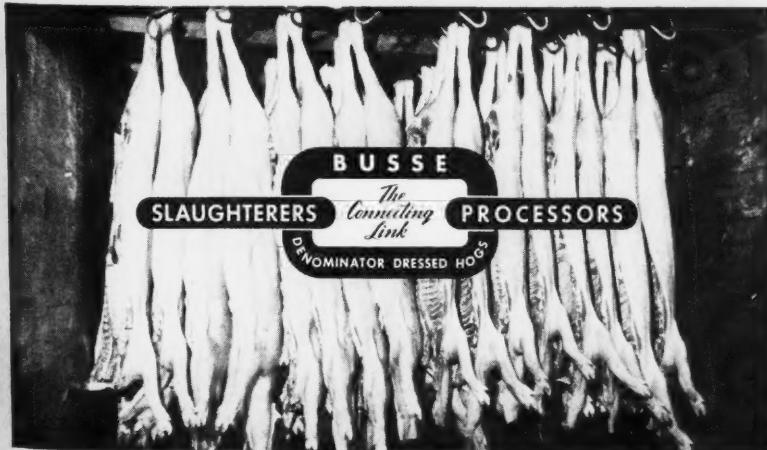
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108-123	@ 1.46	x	160-180
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139-154	@ 1.42	x	220-250
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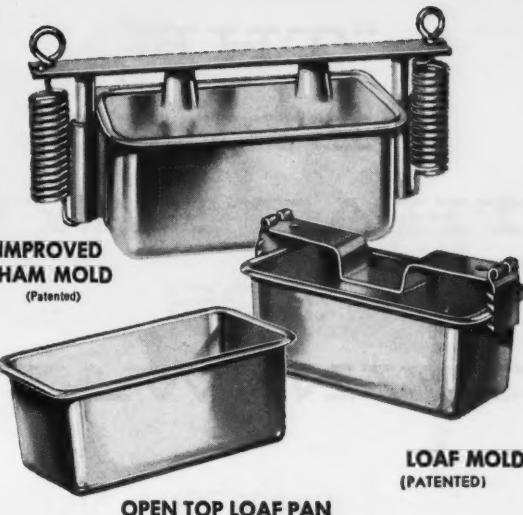
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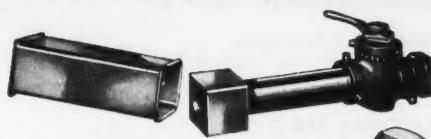
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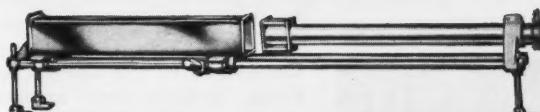
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Saves time and labor in cleaning, handling and stuffing. Both ends open for quick removal of loaf.

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THE NATIONAL PROVISIONER, APRIL 26, 1958

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# THE NATIONAL Provisioner



VOLUME 138 APRIL 26, 1958 NUMBER 17

## CONTENTS

Concurrent Chaos—an editorial .....	9
News of the Industry .....	9
Stoppenbach Gains in Productivity .....	10
Purveyors Study Costs and Credit .....	15
Japanese Fair Promotes Soap from Tallow ..	21
New York Packers Seek Good Law .....	22
The Meat Trail .....	19
Market Summaries—begin on .....	23
Classified Advertising .....	32

## EDITORIAL STAFF

EDWARD R. SWEM, Vice President and Editor  
GREGORY PIETRASZEK, Technical Editor  
BETTY STEVENS, Associate Editor  
GUST HILL, Market Editor

## ADVERTISING DEPARTMENT

15 W. Huron St., Chicago 10, Ill.  
Telephone: WHeitehall 4-3380  
ROBERT J. CLARK, Advertising Manager  
CHARLES W. REYNOLDS JOHN W. DUNNING  
WILLIAM K. MURRAY  
MARY JABSEN, Production Manager  
ROBERT T. WALKER and GARDINER L. WINKLE,  
New York Representatives  
527 Madison Avenue (22) Tel. Eldorado 5-6663  
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Houston: 3217 Montrose Blvd., (6)  
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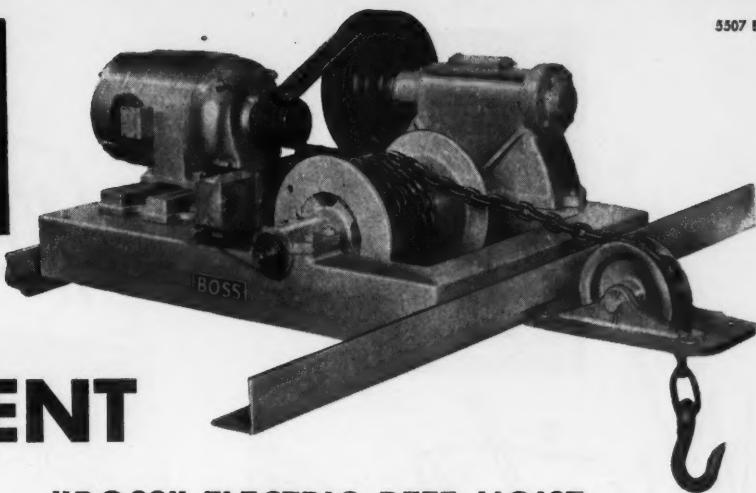
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# BOSS

## BEEF

## EQUIPMENT



### "BOSS" ELECTRIC BEEF HOIST

"BOSS" Electric Beef Hoists are available in a variety of sizes and speeds for raising cattle to the bleeding rail, lowering to the dressing bed, elevating to the dressing rail, and for operating knocking pen doors and other miscellaneous equipment.

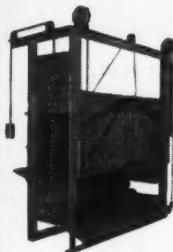
These hoists may be furnished with 5 H.P. motor at a speed of 90 feet per minute or with

7½ H.P. motor at a speed of 120 feet per minute. Lift capacity is 2000 pounds at these speeds.

Magnetic starter with raise and lower push button control and limit switch is recommended when landing carcasses on bleeding rail, or drum switch with pull ropes may be provided for the dressing bed area.

### THIS IS THE COMBINATION THAT CUTS YOUR COSTS

"BOSS" Knocking Pen



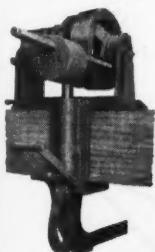
"BOSS" Knocking Pens, single, double, or tandem, position the animals properly for knocking and discharge the stunned animals to the dry area without manual assistance.

"BOSS" Landing Device



"BOSS" Landing Device for smooth and positive transfer of animal from hoist to rail.

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"BOSS" Friction Carcass Dropper with five coil spring actuated hook return. Internal expanding brake for positive action. Hook alignment is automatic. Rail end is always closed either by hook or safety stop. Operator has constant and complete control. All exclusive and patented features.

The "BOSS" Safety Beef Head Splitter with 5 H.P. brake type motor offers all of the operating and safety features which you expect a key unit of equipment to provide. Many of its basic advantages are patented and unobtainable in other makes of equipment. Rigid cast iron construction greatly reduces wear due to the jarring shocks of operation.

"BOSS" Head Splitter



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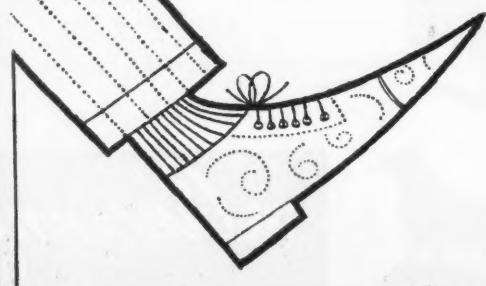
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## How to give a ham the center of the stage

Your boneless hams will get the spotlight  
in any store when you chunk them and overwrap  
with VISTEN film. It's the fast, economical  
way to get sleek, smooth, buy-impelling packages.

FOR DETAILS PLEASE TURN THE PAGE ▶



## Here's a *Visten*® film production line at work

There are many ways to set up a production line with the VISKING TITE-WRAP machine. We will help you design one to suit your needs. And VISTEN film bags are easy to stuff, require fewer operations, less labor. Here is the way to produce sales compelling packages that get the call in self-service stores, at the lowest cost!

*Visten* film is less expensive to buy, less expensive to use. No heat—no hot water. Just stretch, stuff and seal for a tight, wrinkle-free, attractive package.

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CORPORATION

THE NATIONAL

# PROVISIONER

VOL. 138 No. 17

APRIL 26, 1958

## Concurrent Chaos

is about the happiest description of the condition that would prevail in the meat packing industry under the bill which the Senate agriculture committee voted to report this week in trying to resolve the question of whether regulatory jurisdiction over the industry should stay with the U. S. Department of Agriculture or go to the Federal Trade Commission.

The committee's cynicism about the worth of its hermaphrodite child can be seen in the three-year limit suggested for its life. Instead of choosing one of the available bills which would modernize the regulation of the industry, but keep it under the jurisdiction of the government agency most familiar with its problems and operations, the committee chose to repeat that old shilly-shally:

"Yes, my darling daughter . . .

But don't go near the water."

Guiding a business in conformity with the rules, principles and human foibles of one government agency is not an easy task, but such difficulties will be squared rather than doubled by the addition of a second "master."

Only a very courageous packer will dare to display much competitive initiative when he knows that one umpire may call him "out," even though he may be "safe" in the eyes of the other.

We hope that the Senate and the House will refuse to endanger the welfare of an industry serving millions of producers and consumers, and will put concurrent jurisdiction where it belongs—in the wastebasket.

## News and Views

**Newly-Elected** president and chairman of the board of the National Independent Meat Packers Association is T. H. (Ted) Broecker, The Klarer Co., Louisville, who was chosen at NIMPA's 17th annual meeting that ended in Chicago this week. Chris E. Finkbeiner of Little Rock Packing Co., Little Rock, Ark., retiring from the top NIMPA posts after four terms, was elected to the new position of honorary chairman of the board. J. B. Hawkins, Lykes Bros., Inc., Tampa, Fla., was re-elected as first vice president and vice chairman of the board, and Floyd Segel, Wisconsin Packing Co., Milwaukee, was named to the newly-created office of second vice president. NIMPA renamed W. L. Medford, Medford's, Inc., Chester, Pa., as treasurer, John A. Killick as executive secretary and E. H. Pewett of Weaver & Glassie, Washington, D. C., as general counsel. Divisional vice presidents who took office at the annual meeting are: Central, Alan J. Braun, The Braun Bros. Packing Co., Troy, O.; Eastern, John Krauss, John Krauss, Inc., Jamaica, N. Y.; Midwestern, Edward W. Olszewski, American Packing Co., St. Louis; Southern, Robert L. Redfearn, Pioneer Provision Co., Atlanta, Ga., and Southwestern, D. J. Twedell, Houston Packing Co., Houston, Tex.

A board of trustees was appointed for NIMPA's Wilbur LaRoe Jr. Foundation. The trustees are: Wells Hunt, Hygrade Food Products Corp., Detroit; John E. Thompson, Reliable Packing Co., Chicago; Frank Thompson, Southern Foods, Inc., Columbus, Ga.; George Heil, Heil Packing Co., St. Louis; Herbert Rumsey, Tobin Packing Co., Inc., Rochester, N. Y.; Floyd Segel and W. L. Medford. A complete report on the NIMPA convention will appear in the NP of May 3.

**A Modified** O'Mahoney-Watkins bill (S-1356) approved by the Senate agriculture committee this week would give to the Federal Trade Commission and the Secretary of Agriculture concurrent jurisdiction over trade practices with respect to meat, meat food products, livestock products in unmanufactured form, poultry and poultry products. The Secretary of Agriculture would have exclusive jurisdiction over stockyards and livestock and live poultry transactions, and the FTC would be given exclusive jurisdiction over trade practices with respect to commodities other than those over which it would share authority with the Secretary. Concurrent jurisdiction would be for a period of three years, which could be extended at the discretion of Congress. The Western States Meat Packers Association and the American Meat Institute have taken opposite stands in regard to the proposal for concurrent jurisdiction. WSMPA, which has been advocating transfer of authority over merchandising practices to the FTC, indicated this week that concurrent jurisdiction probably would prove to be acceptable to the association. The AMI said it opposes FTC jurisdiction over the industry, whether concurrent or otherwise.

**The Agricultural** appropriations bill (HR-11767) passed by the Senate this week allotted \$17,326,000 for meat inspection during the 1959 fiscal year, pending the receipt at a later date of a supplementary appropriation request. The industry has been seeking \$19,202,184 for meat inspection. The Senate appropriations committee's report on meat inspection said: "The committee recommends an appropriation of \$17,326,000, the budget estimate and the amount in the House bill, which is an increase of \$500,000 over fiscal 1958. The committee was requested to increase this item by several interested persons and organizations. It is understood from testimony given by departmental officials that additional funds will be required, and requested in the proposed supplemental for fiscal 1959. Pending this study by the Department, the committee does not recommend additional funds at this time."

# PRODUCTIVITY GAIN

## Scored by Stoppenbach

### Wisconsin Plant



ABOVE: Stoppenbach president Franz Tensfeldt is photographed alongside an aerial view of the Wisconsin packinghouse. LEFT: Photo taken from top of plant proper shows the building's setting and the livestock unloading and weighing facilities added during the company's most recent construction program.

**O**PERATING improvements effected within the past year at the Stoppenbach Sausage Co. of Jefferson, Wis., including a series of equipment additions and method revisions, have increased the overall productivity of the plant, reports Franz Tensfeldt, president.

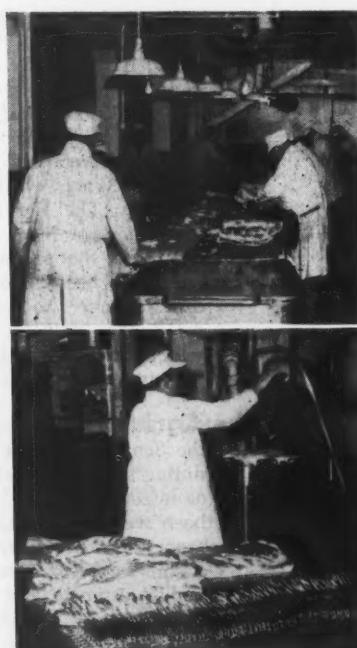
Although the bulk of the firm's business is done in fresh beef, most of the changes were made in connection with sausage and smoked meat operations. These were made necessary, in large degree, by the ever-increasing demand for self-service type packaging, says R. M. "Babe" Berkley, sales manager.

The firm built a two-story addition to its central building and in it regrouped its sausage manufacturing and smoking operations.

A key piece of equipment installed in the enlarged manufacturing room is a Presto cutter and management is well pleased with the performance of this emulsifying machine. Previously the chopper man worked virtually all day to keep pace with the requirements of the plant's five stuffers. Now this operator frequently has all the meat chopped out by noon. On one day, for example, he started at 6:30 a.m. and by 11:15 had chopped 20,000 lbs. of meat.

A very fine emulsion, such as is required for bologna, can be produced by adding ice to the meat, but normally only water is used in chopping, asserts Jim Pittington, sausage super-

intendent. Any predetermined amount of water is added to a batch by the machine which has a gauge registering the moisture addition. This assures uniformity in juiciness for a product and eliminates the variations



UPPER PHOTO shows the conveyorized boning operation which has minimized unproductive handling. IN BOTTOM PICTURE an operator is lifting the lid of a machine for infusing bellies with curing pickle.

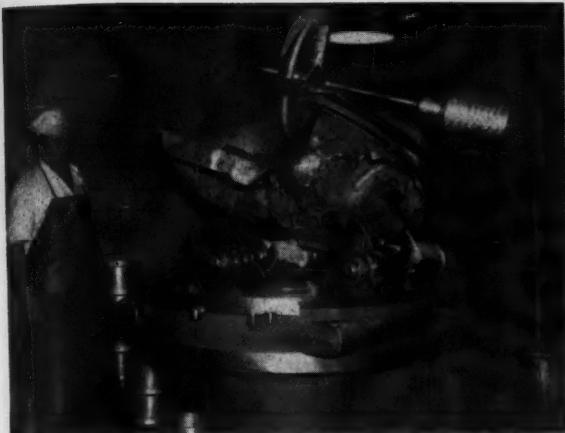
that might occur if addition of water were left to chopper's judgment.

The sausage room claims that approximately 5 per cent more fat meat, such as jowl meat or regular pork trimmings, can be added to an emulsion without impairing the binding quality of the mixture or risking fat pockets. Batches containing more than 50 per cent fat meat have been produced in test runs, declares Louis Offner, assistant to the president, and for 21 years the sausage maker for the Wisconsin plant.

The machine has two knife spindles with two sets of knives and blends the seasoning and cure so that the emulsion is moved directly to the stuffers. Since both the bowl and knife spindles have two speeds, the machine is said to be effective in preparing coarse ground meat, such as that used in Polish sausage, from fresh material. The coarse-cut meat is stuffed with no additional handling, says Pittington.

When frozen meat is used the slices are placed directly in the bowl which is operating at high speed while the knives are operating at low speed. The combination of these two speeds feeds the meat chunks under the knife blades with no bunching at the hood port, reports F. Sindermann, sausage maker. The hood is lifted mechanically for quick cleaning during changeovers, at the end of the day and for knife replacement.

Product temperature rises only



**SAUSAGE MAKER** F. Sindermann presses button to lift the hood of the new Presto chopper equipped with contra-rotating knives.



**HALF A DAY'S** operation of the cutter at left prepares enough meat to keep the company's five stuffing tables going for the day.

about 5° F. during the chopping operation, Sindermann reports.

The stuffing room is equipped with a Presto automatic linker which turns out link products to desired weights. The machine has eliminated the need for hand linking and materially increased productivity at the stuffing tables, comments Pittington.

In its curing cellar the firm has added a Presco cure infuser. With this machine, one man handles belly infusion. He removes a green belly from a flat truck, places it in the unit and presses down on the lid handle, forcing the belly down onto the 66 stainless needles which fill the cut with pickle. The operator then inserts the stainless steel combs for hanging.

All consumer packaging operations have been expanded. The sliced bacon department has been remodeled and a heavy duty U. S. slicer installed. Much of the firm's sliced bacon is now produced in thick slice form, reports Berkley, who observes that the pronounced flavor appeals to many customers.

New Cryovac equipment is housed in a new cooler where items such as

butts are packaged. The packaging machine is a table top unit which greatly reduces the operator's effort with a consequent increase in productivity. The unit has a red light that warns when the crimping cycle is about to start.

In the main packaging room the equipment has been rearranged so that the streams of packaged product converge at a central boxing station. The two main lines are arranged in an "L" shape. The frankfurts and loaf packaging operations are located along the stem of the "L" while the sliced sausage operation is on the base. The stem consists of a web conveyor running between two stainless steel work tables with a Linker peeler at the head. The peeled frankfurts are grouped by count and placed in "U"-shape stainless steel holders in which they move via the belt to the check weighers and packers. The "U" holders travel in an upright position. After checking the weight, the operator slides the frankfurts onto a printed cellophane sheet, places a greaseproof white board on top, tucks the sheet sides over the board and passes the

unit under the Great Lakes conveyor sealer. Two operators use the same sealer. The sealed packages discharge onto the conveyor and continue to the boxing station.

The "U" holder eliminates extra handling of product, asserts Pittington, since the links are quickly squared once they have been inserted in the holder. The check weighers pick up the holder, thus avoiding several handling efforts that they would make if the links came to them loose. Furthermore, the links are pushed as a unit onto the film which again avoids the grouping and squaring of individual links.

A Visking Tite-Wrap machine which is used for packaging loaf products in Visten film is located across from the conveyor sealer. An infra-red bulb provides heat from above the mechanical fingers which stretch the film to facilitate stretching. The neck of the pouch is sealed on a Great Lakes table top plate sealer and the package placed on the web belt for movement to the central boxing station.

The base of the L is employed for

**PHOTOGRAPH** below shows line for vacuum packaging of sliced luncheon meats.



**TABLE** top vacuum seal-crimp unit and shrink tunnel.



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packing sliced sausage. Products are sliced on two U. S. units, check weighed, pouched and then vacuum sealed with a Vac-U-Pak sealer which handles four pouches per cycle. Sealing is completely automatic; the operator positions the pouches, brings the vacuum head down, waits for completion of the cycle and removes the pouches which are then inserted by a second operator in an open window carton. The carton is passed to the central boxing station.

The firm also uses the machine to bleed an inert gas into pouches holding sliced dried beef, etc.

With the above equipment layout one operator packs the output from three lines into shipping cartons or onto a shelf truck. Furthermore, the material handlers have only one location to which they bring the fibreboard shipping boxes and from which they remove the boxed items.

Consolidation of movement also was employed in redesigning order assembly. This operation was engineered for the packer by Food Management, Inc. Whereas, formerly each individual order was "chased" by a runner, the orders are now assembled in a continuous pattern as they move on roller conveyors past product stations. The assembled order is conveyed on a Rapids-Standard unit onto the loading dock where the railed meat also converges. The revised order assembly arrangement constitutes a marked improvement over the old setup, says Tensfeldt.

Other improvements completed within the last year include the installation of a belt conveyor for beef boning. This operation was also engineered by Food Management. One man breaks the quarters into rough cuts for the butchers, and the conveyor carries them to the butcher work stations. The breakdown man, who works with a B & D portable saw, also removes the shoulder clod and loin strip. The finished product and trimmings move on the same belt to a central packoff station where one man places them in the proper box or barrel. The elimination of needless handling has increased productivity, observes Tensfeldt.

In revamping the beef holding cooler, the rail height was raised and Gebhardt ceiling units were installed above the rails. Management reports that the relocation of rails and cooling units has increased refrigeration efficiency and made handling easier.

A new livestock receiving dock and scale office were added to the firm's yard. Tensfeldt raises some of the firm's beef on a 1,100-acre ranch.

During the last year many of the



IN SPICE ROOM, sausage superintendent Jim Pittington confers with Louis Offner, assistant to the president of the company.

firm's packages have been redesigned by its advertising agency, Fessel/Seigfriedt, Inc. The firm has made extensive use of outdoor billboards during the past year. The board posters are individualized versions of the material developed under the NIMPA cooperative advertising program.

In a market area that has gone "baseball happy" since the Braves moved into Milwaukee, the firm uses a unique promotional method to exploit this interest. It sells a Stoppbach sausage package order consisting of 100 lbs. of the firm's products. The merchant purchasing this unit gets a ticket voucher good for two tickets to any of the Braves' home games. He signs the voucher and the ball park's ticket window honors it. The ball club periodically bills the packer for the number of tickets issued. Virtually 100 per cent of the vouchers are cashed, reports Berkley. He states that it is an effective way in which to introduce the complete line of the firm's products to dealers.

#### Jersey Meat Inspection Legislation Is Advocated

Two bills pending in the New Jersey legislature would eliminate thousands of pounds of uninspected meat from markets in the state, according to Dr. Armour C. Wood, chairman of the legislation committee of the Veterinary Medical Association of New Jersey.

"It is up to the consumers and the general public," Wood declared recently. "If they want proper meat and poultry inspection, they must let their legislators know at once that they wish to have Assembly Bill 456 and Senate Bill 167 enacted into law this year."

Noting that the veterinary group had gone on record in support of the bills, Wood said they would "provide

the consumers of New Jersey with meat and poultry that has been government inspected by civil service employees of the state department of health or local health departments as an assurance of purity and wholesomeness."

Wood asserted that as many as 5,000 animals and birds that would be condemned under the proposed legislation may now be consumed annually by the state's residents. He said the bills "will close a definite gap in our public health consumer protection" and will cost less than 10c per person per year.

#### MID Limits Use of Beef Cheek Meat in Hamburger

The use of beef cheek meat in hamburger, chopped beef and fabricated beef steaks will be limited by the Meat Inspection Division, effective July 1, according to MID Memorandum No. 259.

The addition of large amounts of chopped beef cheek meat to hamburger, chooped beef and fabricated beef steaks produces products having physical characteristics substantially different from those normally expected in such items, the memorandum explains.

"Accordingly, when beef cheek meat (trimmed beef cheeks) is used in the preparation of hamburger, chopped beef and fabricated beef steaks, the amount shall be limited to 25 per cent of the meat ingredient, and its presence shall be declared on the label either as a part of the name of product or in an ingredient statement.

"To provide an opportunity for adjustment of label inventories, the effective date of this memorandum is July 1, 1959."

#### 13 Plead Guilty to Hog Weight Fraud Indictments

Thirteen former livestock dealers at the Indianapolis stockyards pleaded guilty recently to federal grand jury indictments charging them with conspiracy to falsify hog weights. Two other defendants pleaded not guilty.

Those entering guilty pleas in U. S. District Court in Indianapolis were: Charles J. Renard, Fred DeBoer, Thomas D. Graves, Harry Herrell, Maxwell Herrell, Wayne W. McGuire, Orville E. Miller, Marvin Miller, Albert Smith, Clyde E. Andrews, Paul C. Beckner, William A. Martin and Dean Spencer.

Pleading innocent to the indictments were J. Wallace Copeland and Walter J. Nolte.

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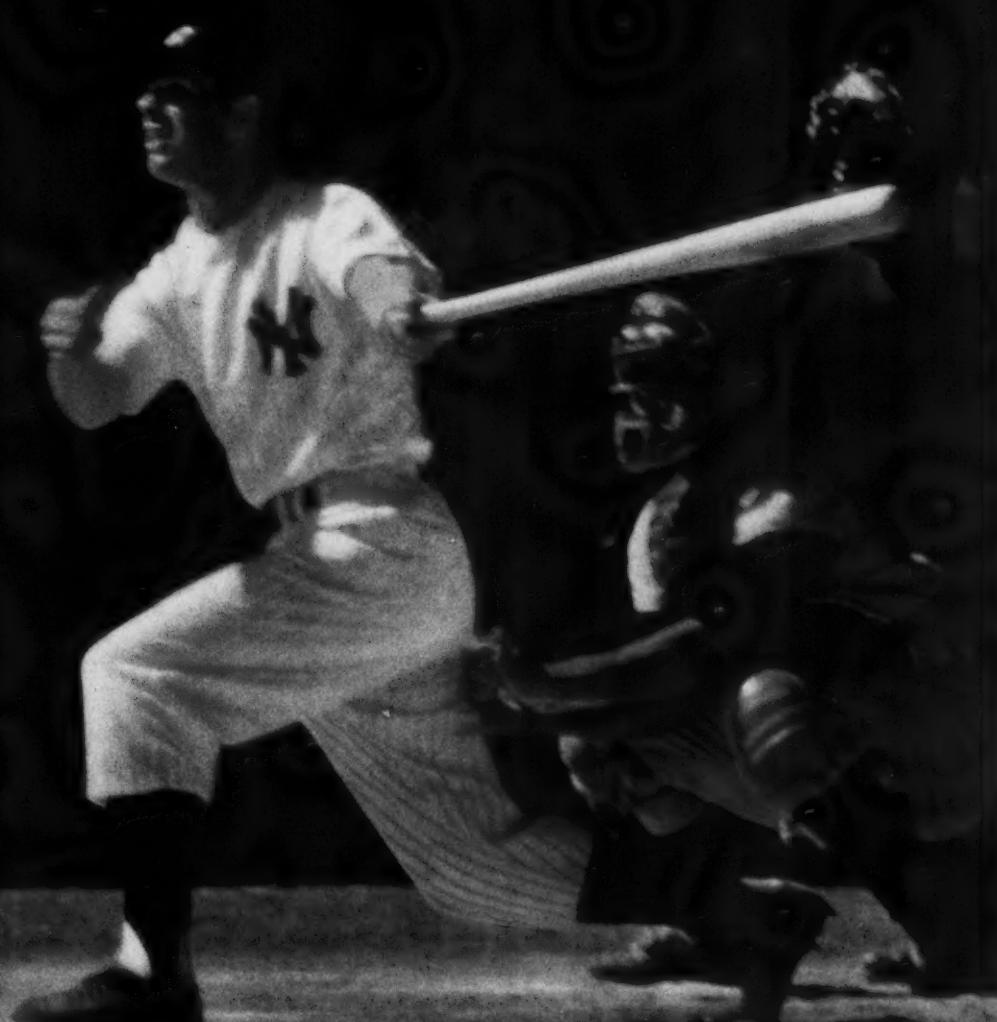
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**WHAM!** Next time you run across a package that hits this hard visually, odds are you'll find it bears Fibreboard's familiar insignia. Creating containers that project brand names and corporate images forcefully is one of our specialties. See how by looking over samples of recent Fibreboard developments. Your nearest Fibreboard representative's office is listed on the back of this page.

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## FIBREBOARD packaging for meats

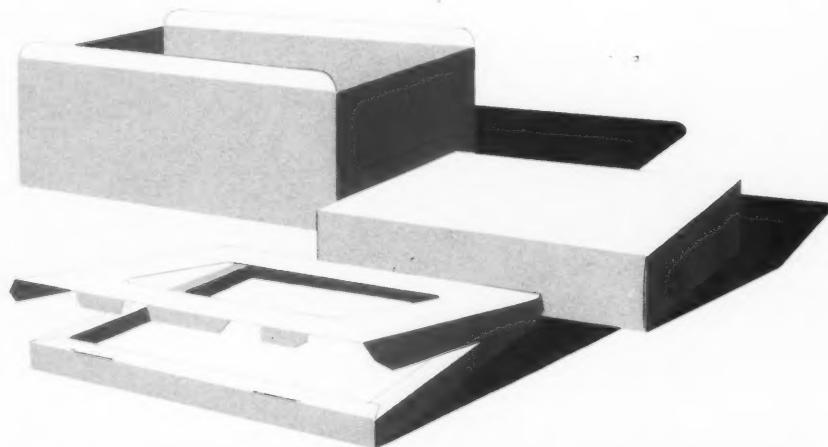
Your meats travel better, **economically**, in Fibreboard containers. Corrugated and solid fibre shipping cases. Folding cartons of every size and style. Bacon trays and boards. Sausage containers. Table-ready meat specialties. Frozen meat packages.

Advantages? You get many when you're served by the West's largest manufacturer of paperboard packaging. Your cartons and cases are faultlessly printed on the newest modern presses. You receive market and package research . . . structural and graphic design . . . equipment development and counsel . . . dependable supply and service. And people . . . experienced people near you to work with you.

**SERVICE OFFICES:** Billings, Boise, Chicago, Denver, Fresno, Los Angeles, New York, Oakland, Omaha, Phoenix, Portland, Sacramento, Salinas, Salt Lake City, San Diego, San Francisco, San Jose, Seattle, Stockton, Yakima.



**FIBREBOARD**  
Paper Products Corporation  
Head Office: San Francisco





PANELISTS in cost reduction discussion were: association president Clarence Becker, Becker Meat & Provision Co., Milwaukee; E. M. Rosenthal of Standard Meat Co., Fort Worth; Sam Stein of Grill Meats, Inc., Sandusky; Gerry Sayell of Pfaelzer Brothers, Inc., Chicago, and Fred Bradley, Vaunclair Purveyors, Ltd., Toronto.



MEMBERS of credit control panel: Alvin Brengartner of Grill Meats, Inc., Sandusky; Joseph Madine of George Schaefer & Sons, Inc., New York, N.Y.; Paul Simon, Simon-Pure Food Products, Inc., Passaic, N.J., and George Shenson, H. Shenson Meat Co., San Francisco. Group cited ways to keep bad debts down.

## Purveyors Examine Costs, Credit and Personnel

**C**OST reduction in the areas of production and credit, methods of building an effective management team and the motivation of salesmen were among the topics discussed at a two-day management clinic sponsored by the National Association of Hotel and Restaurant Meat Purveyors in Chicago's Sheraton-Blackstone hotel this week.

Speaking on the production cost-cutting panel, E. M. "Manny" Rosenthal, vice president and general manager of Standard Meat Co., Ft. Worth, reported that the standardization of prefabricated steaks and cuts permits the scheduling of production. Management analyzed its steak orders and found that they fell into definite weight ranges. It concluded that there was no point in trying to produce these "standard" items on order, with resultant peaks and valleys in production. Standard steaks now account for about 90 per cent of the firm's steak volume.

Rosenthal observed that at times it is economically sound to pass up some business to attain order in the boning-butchering operations. Virtually all of the concern's customers have accepted the standard frozen prefabricated steak.

The company has devised techniques for mass-producing such items as bacon wrapped fillets, club steaks, strip steaks, lamb chops, etc. The increase in productivity makes such programming a worthwhile effort, the Texan observed.

Mass production takes advantage of various machines, such as the Lebo Press, the Anco slicer and conveyor, breading machines and Cryovac units.

While the firm can purchase most of its equipment from suppliers, it has sometimes fabricated machinery to meet special needs.

Rosenthal said that good records help to pinpoint the high cost areas in which cost reductions can be made. Management must be willing to try new ideas if it is to progress. New techniques should not be copies of another plant's procedures, but should be developed to add profit potential. Standard Meat Co. tries virtually all the new ideas that call for a limited expenditure. The few that are successful pay off handsomely.

In figuring the cost of patties, the various sizes, such as 2-, 3-, and 4-oz., are averaged as to cost. The patties are sheeted in Cryovac film,

Sam Stein, president of Grill Meats, Inc., Sandusky, said that in his plant fabricated items intended for freez-

ing are placed in a fiberboard box lined with 40-lb. waxed KVP die-cut paper which is folded over each successive layer.

If a customer objects to a frozen product, one way to secure his cooperation is to establish a price differential in favor of the frozen items, one purveyor asserted.

Several participants in the discussion reported that the cost of packaging boneless cuts by the Cryovac method averages 2c per lb. If a customer does not want a cut aged in a pouch, removing it from the bag and holding it overnight brings back the meat color, said Fred Bradley, Vaunclair Purveyors, Ltd., Toronto.

Rosenthal commented that the total cost of tenderizing meat is 8.8c per pound in his plant.

It was generally agreed by the group that it does not pay to package cow cuts for ageing since the cost cannot be recaptured.

Ellard Pfaelzer, Jr., Pfaelzer Brothers, Inc., Chicago, reported that in a veal leg packaging test a leg pouched in Cryovac possessed excellent color at the end of a 16-day holding period and suffered only 1 oz. shrinkage, whereas an unpouched leg had a shriveled and darkened surface and shrank 1.68 lbs. Both test legs were from the same carcass and weighed 24 lbs. each.

**DELIVERY:** By shifting to wire delivery baskets his firm saved \$9,000 in delivery expense in the period from April, 1957 to April, 1958, reported Bradley of Vaunclair. Since most of the product moving from the Canadian plant is wrapped, boxed or pouched, management felt that the



NEED FOR CONTINUOUS sales training was stressed by John Gaydos, Grill Meats, Inc., Sandusky, and Lloyd Hatoff, sales manager of Oakland Meat Co., Chicago.

baskets would satisfactorily hold these packaged items. The system was tried with key accounts and, upon acceptance by them, was extended to cover all customers. The firm purchased 300 baskets at \$5 each and in a year's operation has lost only six baskets. The concern estimates the baskets are



THE KEY to what a man will do is what he has done, emphasized Dr. Robert N. McMurry, McMurry, Hemstra & Co., Chicago.

good for 1,000 delivery trips, which reduces the container cost per delivery to  $\frac{1}{2}$ c. Each driver is held accountable for the baskets he delivers. He initials the shipping ticket listing the number of baskets loaded on his truck and, in turn, his returns are verified by the receiving clerk. If he loses a basket he is charged \$5. An additional advantage is that eight to 12 baskets can be loaded onto a skid and moved as a unit onto the loading dock.

Installation of Underwood Samas 21-column punch card accounting equipment has greatly simplified the task of keeping proper cost records on items processed at Vaunclair's. Even in a relatively small business, a purveyor has many items that require different amounts of labor, supplies, etc. With machine records it is possible to get specific information on product costs, inventory levels, etc. The machines are also used on the firm's accounts receivable. Since the age of any account is apparent, the firm has been able to reduce its outstanding receivables by approximately 20 per cent.

Armin Spoo, Vaunclair's comptroller, said that the cost of compiling the information is nominal and, most important, management is provided with current records that are helpful in policy-making.

Equipment breakdowns cost big money since they generally idle a whole crew and require emergency repairs, asserted Gerry Sayell of Pfaelzer Brothers, who suggested that a preventative maintenance program should be established with regular inspection of grinders, patty machines,

saws, scales, etc. Equipment that is flexible and can be used for several operations should be purchased whenever possible.

Sayell suggested that while maximum use should be made of materials handling equipment, it should be installed only after careful study. One purveyor put in a conveyor system from the production department to the shipping dock, where no provision was made for handling the oncoming material. The result was a bottleneck that took three months to untangle, Sayell reported.

The Pfaelzer representative declared that clear channels of communication should always exist between top and line management. At the Pfaelzer plant regular meetings of production, administrative and sales representatives are held to establish company policy, discuss union problems and review operating procedures used in the plant.

Sayell asserted that the best results appear when all the members of the plant force are transformed from a group of people into a team doing a job. Pfaelzer management strives to make the employees quality conscious, not only with respect to the product, but also as to handling, packaging and service. Payroll enclosures and bulletin boards are used to display ads and other promotional material to show the employees what the firm is trying to accomplish. Costs of cartons, sheets of wax paper, plastic bags and other supplies are posted on the bulletin board.

**CREDIT:** Constant credit follow-up, even though it is annoying to salesmen, is the key to keeping bad debt losses at a minimum, commented Paul Simon, president, Simon-Pure Food Products, Inc., Passaic, N. J. In his organization the salesmen do the followup work. The salesman is given a ledger sheet summary of his customers each week so that he knows how much is due from each account. If any customer is beginning to slip in his payments, a special notice is given to the salesman to call his attention to the delinquency. The salesmen try to collect the amount past due. Any time a customer passes two checks that bounce, he is put on a C.O.D. basis.

All Grill Meats driver-salesmen have credit rate cards on their customers, said Alvin Brengartner, credit manager of the Sandusky firm. The salesmen collect for merchandise delivered so that credit is held to a minimum. The credit cards list the limits of payment rather than money amounts.

In a letter to the credit group, Eddie Williams of Williams Meat Co.,

Kansas City, Kan., recommended that each purveyor hire a credit manager and then allow him to make all credit decisions. There is no point in hiring a credit manager and then overruling him, Williams commented, and added that this hands-off policy has paid, for his firm had a debt loss of only \$2,500 on \$7,000,000 in credit business last year.

**SALES TRAINING:** In training salesmen, management must be prepared to act slowly and consistently, said Dr. Kenneth B. Haas, chairman, department of marketing, Loyola University, Chicago, who was at one time a salesman with Ziegler Meat Co., Pittsburgh. The mind is not a jug or sponge that can be filled quickly with knowledge, but rather is like a stone that must be worn thin. Motivation must be expressed in terms of the benefit to the individual salesman. Training should be based on the "show 'em how" method since visual presentation has nine times the attention impact of the spoken word and is remembered much longer.

About 70 per cent of any sales



DR. KENNETH B. HAAS, chairman, department of marketing, Loyola University, Chicago, stressed the need for a visual and personalized training program for salesmen.

group need training and will respond to it, he declared. Training must be done within the framework of established emotional appeal principles of:

1) Like the boss. This does not mean looseness of discipline, but rather a friendly and gracious manner on the part of the boss.

2) Recognition. Good performance should always be recognized even in salesmen whom management may not like. Recognition should be honest and not flattery.

3) The salesman must know what goes on. This is the surest way to stop the gossip line that is certain to corrode morale.

4) The salesman must have a feel-

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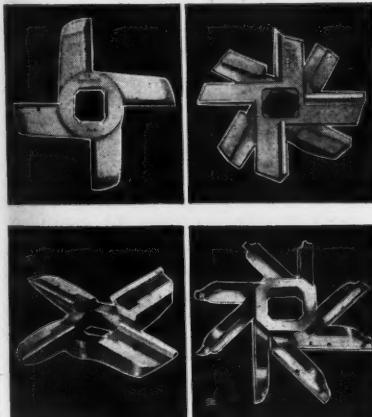
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## Grinder Knives

In processing either fresh or frozen meats, you get clean, cool cuts, better ground sausage and other meat products with Speco's meat grinding equipment. Catalog and ordering guides, free on request.

### New Speco Special Purpose Grinder Knives



Check and see how these Speco C-D grinder knives can improve your products (1) C-D All-Purpose Superior Knives (2) C-D Self-Sharpening Triumph Knives (3) C-D Economy Cutmore Knives (4) C-D 8-Arm Spider Knives.

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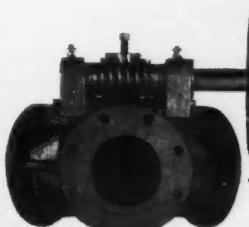
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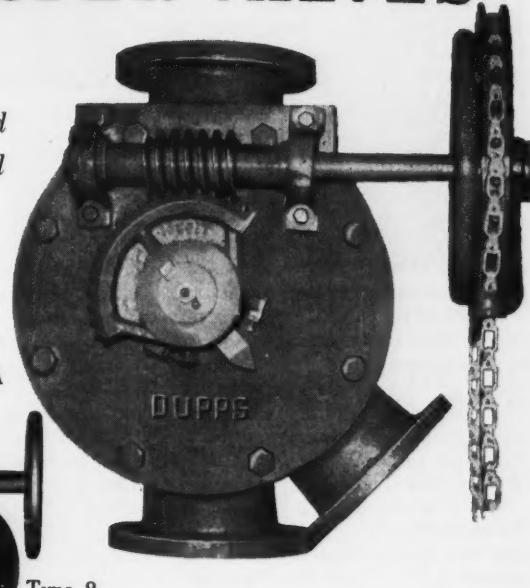
## TRANSFER VALVES

*Specially designed  
and manufactured  
only by  
The Dupps Co.*

Type 8-A



Type 8



Engineered particularly for use in raw material blow lines—available in two models, Series 8, Series 8-A. Both models are lubricated plug type valves with close grain, accurately machined cast iron bodies and plugs.

Made in 6" pipe size only with all flanges faced and drilled to 6"-125 psi flange dimensions. Plug ports are full 6" standard pipe area with long radius curves to minimize plugging and line friction. Steel cover plates are used to maintain accurate alignment between the working parts. Plugs are rotated by means of a steel worm meshed with a cast worm wheel segment for easy operation. Steel worm is cut integral with the shaft and turns in anti-friction bearings which are mounted on the top cover plate. Standard equipment includes a handwheel to operate the worm shaft. For remote operation a chain wheel attachment is available at extra cost. A pointer on the worm wheel segment indicates positively the port through which the material will travel. Stops are provided to accurately index the position of the plug so that when one outlet port is open the other outlet port is fully closed. Pressure lubrication fittings are provided and the lubricant serves also as a seal between the plug and body. This seal will hold normal cooking pressure (or vacuum) but is not intended for high internal pressure work. Construction of the valves makes them suitable for operation in any position.

The #8 Valve shown on the left has 3 ports located 120° apart. This is the more compact unit—usually used where few cookers are to be serviced. Weight 475 lbs.

The #8-A Valve illustrated on the right has 3 ports located as shown with the outlet ports being 45° apart and is recommended for use in multiple cooker installations. This unit eliminates the plug formed when a lateral fitting is used with two conventional valves and costs less than such a combination. Weight 650 lbs.

Write

**THE DUPPS CO.** Germantown, Ohio

ing that he belongs to the group.

5) The salesman must be given the opportunity of expressing himself. His sales efforts should be guided and assisted, but they should be his own work.

6) Pride of job and company must be instilled in him.

The successful salesman is one who knows more than anyone else about his prospects, his competition, his products, his customers and his own operating problems, asserted John E. Gaydos, vice president and sales manager of Grill Meats.

Sales training is a never-ending job at Grill Meats. A half-hour meeting is held each morning to get salesmen in the proper frame of mind. Semi-monthly and quarterly meetings are held at which more serious aspects of sales work are discussed.

**EMPLOYEE SELECTION:** Every person hired represents an investment by the company, Dr. Robert N. McMurry of McMurry, Hamstra & Co., Chicago management consulting firm, emphasized in his Saturday afternoon discussion on "Building an Effective Management Team."

The cost of putting a salesman on the payroll, training him, supervising him and paying him before he becomes fully productive probably amounts to about \$5,000 in the first year, Dr. McMurry said. The investment in a girl in the packaging department is about \$1,000. When an employee leaves the company, the training investment is totally lost.

"Selection is prediction," he continued. "When you offer Joe Doakes a job, you're predicting that he'll stay with you, be aggressive, well-liked, etc. Sound prediction must be based on facts."

How to get facts about a prospective employee, or one being considered for promotion, was explained in a step-by-step presentation, illustrated with slides, tape recordings and interview demonstrations.

"The key to what a man *will do* is what he *has done*," Dr. McMurry asserted. "Basic habits, such as stability, industry, perseverance, loyalty, ability to get along, leadership and self-reliance, rarely change."

The first step in filling a particular job is to know what you're looking for, the speaker said. He recommended the preparation of a "position analysis," including such information as job title, duties, degree of supervision, number of subordinates, authority, salary, incentives, special qualities needed by that individual, degree of pressure under which he must work and position to which the job will lead.



FAMILY TEAMS at the meeting included Ellard, jr. and Ellard Pfaelzer, sr., Pfaelzer Brothers, Inc., Chicago; Peter H. and Robert Petersen, Petersen-Owens Inc., New York City, and Tom and John R. Virgin, Metropolitan Meat Supply Co., Detroit.

The second step is sound selection of the employee, preferably from within the company if possible. However, the employer frequently will have to go outside for his management team since a man content to stay in a routine job within his own company probably doesn't have the qualifications for the higher position, Dr. McMurry said.

The management consultant said his firm has found that newspaper "call in" ads attract better prospects than those usually available through employment agencies. He warned, however, that the employer probably will have to screen ten persons to fill one plant opening, 20 for office help, 50 for a salesman and more than 100 for a position at the level of sales manager or superintendent. About half the prospects can be screened out on the basis of the initial telephone interview, he said.

Next, Dr. McMurry recommended that the prospects fill out application forms, which will provide the basis for further screening, give necessary information for company records and furnish the names of superiors on previous jobs. Telephone checks of the applicant's former immediate superiors are the best method to find out whether he has told the truth about his previous jobs and to obtain additional favorable and unfavorable facts about him, Dr. McMurry said. "References are a waste of time," he declared. "Almost anyone has three friends who will lie for him."

Telephoning the former superiors has several advantages, Dr. McMurry said: 1) Information is obtained prior to the interview; 2) Contact is made with the right person. 3) People will say what they won't put in writing; 4) Voice inflections give clues, and 5) The employer can ask followup questions.

Applicants still in the running then should be given short mental ability tests to screen out the morons and

the geniuses, Dr. McMurry said. Those who fall in the middle range of intelligence will be called in for the "patterned interview," which includes a systematic series of questions aimed at getting and interpreting the facts and minimizing personal biases and prejudices. Of the original 100 applicants who answered the newspaper ad, fewer than a half dozen actually will be interviewed, Dr. McMurry estimated. The employer then matches the applicants against the specific job and makes his projection and selection.

"You won't get a perfect match," Dr. McMurry advised, "but this system will take the 'guesswork' out of hiring."

A careful appraisal also is necessary to determine who is promotable within the company and to what position, the management consultant pointed out. He mentioned 18 separate sources of error in the common method of employee rating by a superior, including personal bias, unwillingness to take the necessary time, lack of uniform standards and lack of analytical ability on the part of the rater. He recommended a "patterned merit review" in which a professional interviewer sits down with the superior and asks him questions about his subordinates.

The superior is forced to analyze his subordinate in 37 facets and often then sees him in a different light, Dr. McMurry said. Independent ratings should be obtained from two or more raters.

"Why go to all this trouble?" Dr. McMurry asked, and then answered: "Mistakes can be extremely costly, not only to the business but also to the individual himself. The worst mistake is promoting a man over his head."

More than 100 executives from 46 firms in 24 states attended the clinic, according to Harry Rudnick, secretary-treasurer of the association.

# The Meat Trail...

## Oscar Mayer Promotes Three Executives in Operations

In a series of three major promotions in its operations division, Oscar



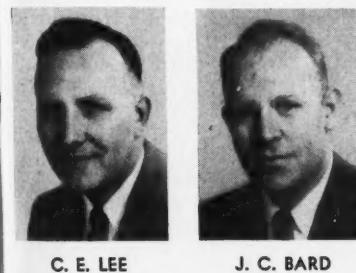
A. P. BOWMAN

had been general product controller.

Bowman started with the company in Madison as a chemist in 1948. He served for two and one-half years at the Philadelphia plant and re-

Mayer & Co. has named A. PAUL BOWMAN as operations manager of the Madison plant, CHARLES E. LEE as operations manager of the Philadelphia plant, and JOHN C. BARD as general product controller. Bowman

was spokesman for NIMPA at Senate agriculture committee's hearings on humane slaughter legislation will be Richmond Unwin, Reliable Packing Co., Chicago. Unwin already has written personal letters to about 40 U. S. senators explaining why packers oppose mandatory legislation such as House-passed Poage bill (HR-8308) that might force them to adopt impractical slaughter methods. Some of 17 replies received from senators are shown. Hearings are set for April 28 through May 1.



C. E. LEE

J. C. BARD

turned to Madison as general product controller for the company. He replaces R. LYNN TERRY, who was appointed general operations manager of the company recently.

Lee joined the company in Madison in 1950 as plant purchasing agent. He later served as general purchasing agent until 1956 when he entered an extensive training program covering production, sales and accounting. More recently, he has been assistant to the vice president of operations. Bard began with the company in 1951 after graduation from Iowa State College. He served as product control technologist, product controller for the Davenport plant and product controller for the Madison plant before his latest promotion.

## Jobbers to Mark 25th Year

The Associated Meat Jobbers of Southern California will celebrate its 25th anniversary at a dinner dance on Saturday, May 24, at the Beverly Hilton Hotel, Los Angeles. HARRY L. RUDNICK, secretary of the National Association of Hotel and Restaurant Meat Purveyors, will be guest of honor at the occasion.

## George A. Hess, Chairman of Pittsburgh Company, Is Dead

GEORGE A. HESS, 70, chairman of the board of Oswald and Hess Co., Pittsburgh, and the originator of many "firsts" in the meat packing industry, died April 22 at his winter residence in Miami Beach, Fla. He was a former director of the National Independent Meat Packers Association and the Pennsylvania Meat Packers Association.

A native of Berlin, Germany, where he served his apprenticeship in the meat business, Hess came to the U. S. in 1912 and settled in Pittsburgh. He opened a retail meat shop with a small sausage kitchen in the rear.

Demand for his meat products grew quickly, and other retailers encouraged him to produce for them. Forced to seek larger quarters to expand his operations, he moved into a building which he shared with WILBERT W. OSWALD, who was producing boiled hams.

In 1919, the two men joined forces to form Oswald and Hess Co., which developed into one of the largest independent packing firms in the East.

Hess is credited with introducing a number of "firsts" later adopted by the industry. He is said to have been the first to deliver meats in mechanically self-refrigerated trucks, and he was the originator of Milwaukee-style deluxe cold cuts, ready-to-eat ham (Norfolk ham), Pittsburgh-manufactured canned meats; cooked, ready-to-eat callies; and cooked, ready-to-eat Canadian bacon.

Hess was preceded in death by three months by his wife, GERTRUDE.

Among survivors are two nephews, CARL H. PIEPER, who is president of Oswald and Hess Co., and CURTIS G. PIEPER, vice president of the firm.

## JOBS

The board of directors of Trunz, Inc., Brooklyn, N. Y., has appointed EDWARD W. SELIG as secretary of the corporation. Selig fills the vacancy left by EDWIN E. SCHWITZKE, who retired January 31.

Officers of the recently-incorporated R. Perri & Sons, Inc., New Haven, Conn., are: president and treasurer, ANTHONY PERRI; vice president and secretary, JOHN PERRI, and vice president, FRANK PERRI. The company will add a complete packaging line in the near future and also is planning to build a new plant.

Appointment of M. A. SCHOOLEY, D.V.M., to the new position of director of animal health and nutrition applied research has been announced by Armour and Company, Chicago. Dr. Schooley joined Armour in 1951 and has been associated with veterinary pharmaceutical research. His appointment reflects the company's expanding research activity in the field of animal feed additives.

## PLANTS

A \$350,000 expansion program will get underway in mid-May at New Castle Packing Co., New Castle, Pa., the company has announced. A 20,000-sq.-ft. building addition, to be completed in about four months, will double the original size of the six-year-old plant.

Meats, Inc., Clarkston, Wash., has begun a \$175,000 plant expansion and modernization program. The firm now is adding a new killing floor, dressing rooms, new pollution control system and grease salvage and blood cooking operations. A new single rail killing setup has been completed. New hot carcass and beef sales coolers are

being planned. "When construction is completed, ours will be the most modern beef killing plant on the Pacific Coast," A. R. BURATTO, general manager, informed the NP. The project employs new structural ideas designed to cut construction, maintenance and operational costs. BRYAN W. HORTON is Meats, Inc., president.

Tem-Tee Steak Co., Gibsonia, Pa., is installing a freezer, reports J. A. EBERHARDT, president.

The Danahy Packing Co., Buffalo, N. Y., resumed fresh pork cutting and lard operations this week after a shutdown of more than five weeks. BARNEY LEFCOWITZ, president, said the pork cutting facilities have been completely modernized. Hog slaughtering facilities at the plant also are being modernized, and the company plans to resume hog slaughtering "as soon as possible," Lefcowitz said.

Made Rite Sausage Co., Sacramento, Calif., has leased a former beef boning plant in that city and moved its sausage slicing and packaging, beef boning and pork cutting operations into the newly-acquired facilities. The area includes a 20x20-ft. 26° F. freezer and a 1,000-sq.-ft. cooler for packaging sausage. Another 1,200-sq.-ft. cooler holds beef and hog carcasses, and a section of the room is equipped with beef and hog rails and boning and cutting tables. The vacated space in the original plant has been adapted to order filling and shipping with a continuous conveyor system.

An explosion in a gas-fired smokehouse at McIntire Brothers Meat Co., Yakima, Wash., blew out nearly all the windows and caused extensive damage to the building. OLIVER W. WALKER owns the company.

## DEATHS

W. L. WELCH, purchasing agent and credit manager of Haas-Davis Packing Co., Inc., Mobile, Ala., for more than 30 years, died suddenly April 19.

HARRY W. WILLIAMS, 77, senior partner in Googins & Williams, livestock order buyers at the Chicago stockyards, died April 21. He had worked on the Chicago market more than 50 years.

MAX LAPIN, 79, who founded the Philadelphia meat processing firm of M. Lapin and Sons, Inc., in 1904, died April 18. Survivors include the widow, GOLDIE, and five children.

RALPH F. HAMBLETT, 69, a meat wholesaler in Newport, Vt., for many years, has passed away.



BLUEPRINT FOR new journal box assembly being specified for reefer cars ordered by Wilson & Co., Inc., Chicago, is examined by H. J. Owens (left) of Wilson's traffic department and J. R. Jennings, general manager of Wilson Car Lines, a division of Wilson & Co. (See The National Provisioner of April 19, 1958, for details on improved equipment that reduces hot box troubles and keeps Wilson's reefers rolling.)

## TRAILMARKS

The Wm. Schluderberg-T. J. Kurple Co., Baltimore, was saluted by the Independent Retail Grocers and Meat Dealers Association of Baltimore recently on the occasion of the meat packing firm's 100th anniversary. Several hundred retail dealers attended the event at the Elk's Club in Baltimore. JOSEPH L. MANNING, secretary-manager of the association, paid tribute to the company and its present leaders as well as to the late WILLIAM F. SCHLUDERBERG and JOSEPH W. KURDLE, who died last year. Esskay officials who participated in the program included: THEODORE E. SCHLUDERBERG, president; ALBERT B. KURDLE, senior vice president; O. B. SMITH, vice president for sales; THOMAS J. KURDLE, field sales manager, and W. K. FREIERT, manager of the Esskay public relations division.

JOHN D. DONNELL, secretary of The Rath Packing Co., Waterloo, Ia., and WALTER OBELE, Rath personnel director, were among the speakers at the second annual secretarial workshop of the Waterloo chapter of the National Secretaries Association.

THOMAS E. WILSON, retired founder and chairman of Wilson & Co., Inc., Chicago, has retired from the board of the Live Stock National Bank of Chicago after 44 years of service, DAVID H. REIMERS, chairman and president of the bank, announced.

The meat and poultry division of the United Jewish Appeal of Greater New York will honor three men for their philanthropic work at the group's annual dinner on June 5 at the Hotel

Pierre, New York City. They are: ALFRED LOWENSTEIN of J. Lowenstein & Son, Inc.; JOSEPH ESCHELBACHER, executive secretary of the New York State Association of Meat and Poultry Dealers, and GEORGE FUCHS of Speedway Food Stores. Lowenstein's father, BENJAMIN, who is with the same firm, is general chairman of the meat and poultry division.

Carl Buddig & Co., Chicago, has announced the appointment of H. W. Kastor & Sons Advertising Co. to handle its advertising program. A campaign for Buddig's smoked sliced beef will begin immediately. Newspaper, radio and TV will be used.

Two new associates have joined the firm of Troy & Stalder Architects, Omaha, formerly known as John G. Troy Architect. They are: F. C. EKDAHL, registered architect, who formerly was in charge of architecture and engineering for The Cudahy Packing Co., Omaha, and



F. C. EKDHAL

JOHN HADFIELD, who previously was with Detroit Steel Products Co. for 15 years. They will be associated with JOHN G. TROY and I. W. STALDER,



J. G. TROY



J. HADFIELD

both registered architects, who are well-known in the meat packing industry. Stalder joined Troy about two and one-half years ago after practicing in his own architectural firm.

ABE COOPER, president of Bernard S. Pincus Co., Philadelphia, has been named to the board of trustees of the Golden Slipper Square Club, fraternal and philanthropic organization in that city.

Officers of Fargo Packing & Sausage Co., West Fargo, N. D., have formed a new corporation, the J. & E. Investment Co., for rental and handling of real estate owned by the company and the individuals. The incorporators are: E. C. SENSE, J. R. DE JARDINE and L. E. TARVESTAD.

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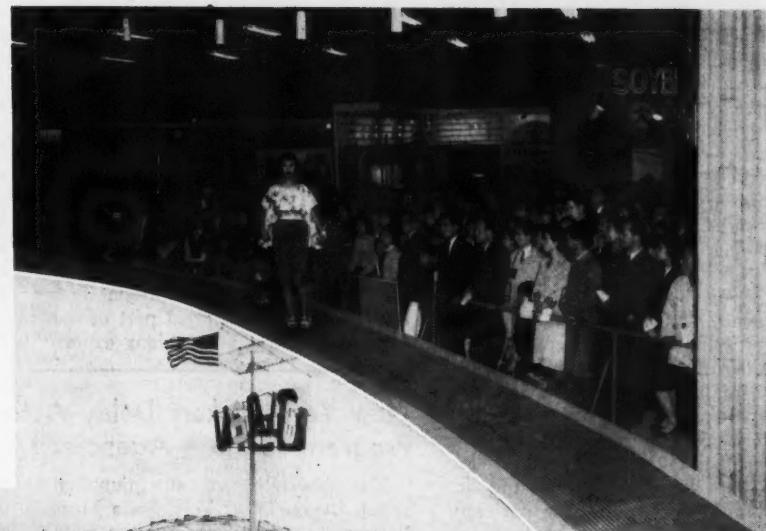
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# Soap from U.S. Tallow Makes Hit at a Japanese Trade Fair



DAILY STYLE SHOWS and distribution of soap samples are drawing huge crowds into 15,000-sq. ft. pavilion (left) housing the U.S. agricultural exhibit at the Japan International Trade Fair being held in Osaka.



IN PHOTO ABOVE Ralph Van Hoven, vice president of the National Renderers Association; Dan Brady, livestock marketing specialist, Foreign Agricultural Service, and Raymond A. Joanes, deputy administrator of FSA, are discussing Japanese soap products in the tallow-soap display in the exhibit. In the background is the statue, sculptured in pure soap, of the Gekko Bosatsu, a copy of a famous statue of the Buddhist "Moonlight Goddess." Soap samples are given (see right) to fair visitors.



OSAKA, JAPAN—Assembly-line soap production, the giving away of hundreds of thousands of little cakes of soap containing U. S. tallow, and a weight-guessing contest are features of the tallow display in the United States agricultural exhibit at the Japan International Trade Fair, Osaka, April 12 to 27.

The tallow display, one of five exhibits featuring United States farm

products for export, is being sponsored cooperatively by the National Renderers Association; the USDA Foreign Agricultural Service; the Japan Oils and Fats Processing Industry Association, and the All-Japan Soap Association.

Attending the exhibit is Ralph Van Hoven, first vice president, National Renderers Association, Chicago. Van Hoven also is a member of the seven-

man U. S. agricultural market development team, which is discussing U. S. agricultural trade with Japanese officials and traders during the trade fair. Four other U. S. farm commodities are being displayed at the fair: cotton, tobacco, soybeans, and wheat.

Japanese-made machines are molding, extruding, shaping, and name-stamping over 300,000 sample-size cakes of soap at the exhibit. These

are given free to fair visitors. Also on display is a revolving statue of the Gekko Bosatsu, Buddhist "Moonlight Goddess," molded from a huge block of soap. It is a copy of a famous statue which stands in the ancient Japanese capital of Nara. Visitors throughout the 16-day exhibition have been guessing the weight of the soap statue. At the end of the fair the winner will be awarded a year's supply of soap by the All-Japan Soap Association.

Beneath the statue on revolving shelves many Japanese soap products are being displayed—toilet, powdered, and laundry—representative of the principal soap-making firms in Japan. Booth backdrops show pictures of modern bath-taking in Japan, present a brief history of soap-making in Japan, and give statistics on per capita soap use in many countries.

The importance of the exhibit is emphasized by the fact that Japan now buys more than 100,000 tons of U. S. tallow annually. This is more than 90 per cent of Japan's annual total tallow requirements. Japan is now the second largest overseas buyer of American tallow.

Japanese and American rendering officials praise the tallow exhibit as a means of promoting the greater use of soap in Japan. "Fair visitors are fascinated and impressed by the automatic machinery. They like to watch the finished cakes of soap tumble from the stamper," Van Hoven says. "At the same time they pause to look at the soap statue and read the various messages about soap and its importance to healthy, modern living."

Kennosuke Kamata, managing director of the Japan Oil and Fat Processing Industry Association, says that the exhibit is useful in promoting soap in Japan. "We feel that the more the people know about soap, the more they will eventually come to use soap. To know and to use always go hand in hand. This is one reason why we

are constantly carrying on advertising and publicity campaigns."

Kamata says that the per capita use of soap has more than doubled since 1951, from 3.98 lbs. to 8.31 lbs.

"Japan," he adds, "ranks fourth in soap production in the world but twenty-seventh in per capita consumption. This means that Japan's per capita consumption will keep on increasing."

The United States is the only country in the world at present in a position to supply a great part of our tallow demand. Through long experi-

ence in using American tallow, the soap makers in Japan are well aware of its characteristics so that its maximum utilization is possible. Furthermore, Japanese consumers are gradually beginning to understand that efforts are being made by American producers and exporters to meet the wishes of our users. Also, the specifications for different grades of American tallow are, unlike those of other countries, clearly differentiated. Hence, it is much easier to buy American tallow according to its uses," Kamata observes.

## New York Packers Delay Action to Enjoin Inspection Program as State Agencies Move to Correct Inequities

The possibility of an injunction action by the New York State Meat Packers Association to halt the state health department's new meat inspection program apparently has spurred state officials to efforts to correct what the packers feel are gross inequities, association spokesmen report.

The injunction move was under serious consideration at a recent NYSMPA meeting in Albany, attended by about 40 delegates representing non-federal packers in all parts of the state. It was decided, however, to hold off court action because of indications that the state health department and the state department of agriculture and markets, which issues meat plant licenses, are taking steps to get together to coordinate their operations.

Stumbling block in the health department program, according to the association, is that it is permissive, meaning that each city, county, town or village health district can decide for itself whether to come under the program. Thus, it does not eliminate overlapping inspections. Also threatened is a situation where some districts will have a state-approved stamp while their neighbors will not,

putting the packers in the districts not under the program at a disadvantage, the association points out.

Before the NYSMPA Albany meeting, association president Louis Wand and general counsel J. L. Deutsch held conferences with Governor Harriman's staff and with officials of the health and agriculture departments. They cited difficulties forced on packers by the confused inspection picture and requested that the two agencies sit down together and work out a method of operation that "would not put the small meat packers in the middle through the wringer."

On the morning of the association meeting, Deutsch received a call from Dr. Donald Dean of the health department, who assured him that "progress is being made."

According to Deutsch, both departments are aware that ultimately there will have to be a single program under one department. The association members are generally agreed that the only solution is a statewide compulsory inspection system under the jurisdiction of one agency. A committee has been appointed to draw up a program to be used in a bill in the legislature.

OLD PLANTATION SEASONINGS

A. C. LEGG

PACKING COMPANY, INC.

# ALL MEAT... output, exports, imports, stocks

## Meat Production Works Upward

Production of meat under federal inspection worked upward in the week ended April 19 and reached a total of 346,000,000 lbs. compared with 338,000,000 lbs. for the previous week. However, current output was still considerably smaller than last year's 370,000,000 lbs. for the same April period. Cattle slaughter was up by about 8,000 head for the week, but about 10 per cent, or 33,000 head below last year. Slaughter of hogs rose by a small margin, but numbered about 51,000 head smaller than a year earlier. Slaughter of sheep and lambs was above last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. Mll. lbs.
	Number M's	Production Mll. lbs.	Number M's	Production Mll. lbs.	
April 19, 1958	308	171.9	1,105	148.5	
April 12, 1958	300	167.4	1,095	145.9	
April 20, 1957	341	189.5	1,156	153.5	

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mll. lbs.
	Number M's	Production Mll. lbs.	Number M's	Production Mll. lbs.	
April 19, 1958	112	13.2	255	12.2	346
April 12, 1958	118	13.2	237	11.6	338
April 20, 1957	138	15.8	247	11.6	370

1950-58 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.					
1950-58 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.					

AVERAGE WEIGHT AND YIELD (LBS.)					
Week Ended	CATTLE		HOGS		LARD PROD. Per cwt. Mll. lbs.
	Live	Dressed	Live	Dressed	
April 19, 1958	1,000	558	240	134	
April 12, 1958	1,005	558	237	133	
April 20, 1957	992	556	240	133	

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt. Mll. lbs.
	Live	Dressed	Live	Dressed	
April 19, 1958	210	118	100	48	36.3
April 12, 1958	200	112	102	49	36.0
April 20, 1957	203	114	97	47	41.8

## Meat Industry Views Rise In Number Of Cattle On Feed As More Beef To Come

WHILE cattle slaughter and beef production continue to lag below last year, producers in the 13 major feeding states had in their possession on April 1 the largest number of cattle and calves in various stages of readiness for market in recent years for the date, a Crop Reporting Board summary indicated. This development was construed to mean that an increase in beef output is imminent. The report placed the number of cattle and calves on feed for the date at 4,896,000 head, or 12 per cent larger than the 4,375,000 a year earlier and the largest in three years or more.

Cattle and calves on feed in nine of the Corn Belt states on April 1, 1958, totaled 4,124,000 head—an increase of 13 per cent from the 3,640,000 head for a year earlier. All of these states for which estimates are made showed increases over April,

1957, except Ohio which was down 2 per cent and Indiana down 10 per cent. Iowa, the leading cattle feeding state, was up 11 per cent; Illinois, 3 per cent; Minnesota, 12 per cent; Missouri, 21 per cent; South Dakota, 35 per cent; Nebraska, 27 per cent, and Kansas, up 75 per cent.

For the five important western feeding states, Texas, Idaho, Colorado, Arizona and California, cattle numbers on feed April 1, at 882,000 head, were up 6 per cent from the 835,000 head on feed April 1, 1957. This compared with a 14 per cent decline from the preceding year shown by these same states on January 1, 1958. In California, the leading feeding state in the West, the April 1 number was down 9 per cent from a year earlier while the other four states showed increases as follows: Texas, up 43 per cent; Colorado 4 per cent; Arizona, 17 per

cent and Idaho was up 10 per cent.

The number of cattle and calves placed on feed in the 13 states totaled 2,213,000 head during the January-March quarter of 1958, or 28 per cent above the 1,723,000 in the corresponding quarter last year. The Corn Belt showed an increase of 27 per cent in placements, while western states were up nearly a third.

Fed cattle marketed from the 13 states during January-March 1958, at 2,310,000 head, were 8 per cent below marketings the first quarter of 1957.

Cattle feeders reporting marketing intentions in the 13 states indicated that 58 per cent of the 4,896,000 head on feed April 1 are expected to be marketed after July 1. Of the remaining 42 per cent, 13 per cent are expected to be sold in April, 14 per cent in May and 15 per cent in June.

Steers represented 61 per cent of the total on feed April 1, 1958 compared with 62 per cent a year earlier. Heifers made up 21 per cent this year and 22 per cent last year, while calves at 17 per cent compared with 16 per cent a year earlier. Cows and other cattle comprised 1 per cent.

## AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 160,300,000 lbs. on April 12. This volume was 31 per cent below the 233,100,000 lbs. in stock on about the same date a year earlier.

Stocks of lard and rendered pork fat at 44,500,000 lbs. compared with 75,500,000 lbs. in stock on about the same date last year.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	Apr. 12 stocks as percentages of inventories on Mar. 29 1958	Apr. 13 1957
HAMS:		
Cured, S.P.-D.C.	81	63
Frozen for cure, S.P.-D.C.	122	69
Total hams	103	67
PICNICS:		
Cured, S.P.-D.C.	95	70
Frozen for cure, S.P.-D.C.	100	38
Total picnics	98	42
BELLIES:		
Cured, D.S.	115	80
Frozen for cure, D.S.	98	230
Cured, S.P.-D.C.	97	83
Frozen for cure, S.P.-D.C.	103	73
OTHER CURED MEATS:		
Cured and in cure	103	66
Frozen for cure	102	46
Total other	103	56
FAT BACKS:		
Cured, D.S.	111	60
FRESH FROZEN:		
Loins, spareribs, neckbones, trimmings, other—Total	103	60
TOT. ALL PORK MEATS	108	69
LARD & R.P.F.	112	59

# PROCESSED MEATS . . . SUPPLIES

## Oregon Studies State's Meat Inspection, Grading Service

During a recent meeting dealing with meat inspection called by the state department of agriculture, the Oregon Meat Marketing Board took objection to the present hamburger standard because it apparently does not allow certain specialty steaks to be sold under brand names permitted by the federal government for specialty products going interstate.

Robert J. Steward, director of the department, said the standard would be studied and efforts made to arrive at a method that would recognize a good merchandising process and yet keep the product within the limits of wholesomeness and truthful labeling.

Looking at meat inspection itself, the meat marketing board felt the slaughterhouse operators should pay a larger share of inspectors' overtime wages. They also asked for study and possible licensing of farm custom slaughter operations and mobile and itinerant slaughterers.

In another meeting attended by a number of smaller meat packers, and representatives from the Oregon Meat Council, the livestock industry, Oregon State College and the department of agriculture, Director Steward was asked to take steps in the direction of some form of grading service which would benefit small packers.

Suggestions were: 1) Make an immediate survey of the 90 plants under state meat inspection to determine how many would be interested in a state grading program; 2)

Make cost estimates of such service, and 3) Bring Dr. Fred J. Beard, chief of the meat grading branch of the USDA's Agricultural Marketing Service in Washington, D. C., to meet with Oregon packers to explore any possibilities of the smaller operators obtaining federal grading of their meats in the state.

## CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in March, 1958-57 compared, as reported by the Canadian Department of Agriculture:

	Mar. 1958	Mar. 1957
Cattle	167,665	166,050
Calves	82,864	73,568
Hogs	561,579	507,565
Sheep	27,574	32,949

Average dressed weights of livestock slaughtered in March 1958-57 were as follows:

	Mar. 1958	Mar. 1957
Cattle	517.9 lbs.	514.2 lbs.
Calves	110.1 lbs.	114.7 lbs.
Hogs	161.0 lbs.	168.2 lbs.
Sheep	47.2 lbs.	46.3 lbs.

## N.Z. Meat Exports Differ

New Zealand lamb slaughter has declined considerably in recent weeks, and production is not up to the levels expected earlier. Some cancellations of cargo space in ships on the United Kingdom run have been reported, but exports to other markets, such as the United States, Japan and Canada have been maintained, and the percentage of the Dominion's beef exports going to these "outside" markets has increased sharply.

## British Sausage Meat Issue

The controversial question in Britain of sausage meat content appears unlikely to be resolved in the near future. The government decided to drop action on the long-standing proposed measure which would have established definite standards on the amount of meat sausage it ought to contain. Recent debate in Commons led nowhere, after which the Minister of Foods commented that "a statutory minimum meat content for sausage would be unenforceable anyway, as there is no known way of determining the proportion of different types of meat in a sausage."

## Meat Index Fraction Lower

Meats were among consumer commodities which declined in price during the week of April 15, according to the Bureau of Labor Statistics. The slight drop in meat prices reduced the wholesale price index to 107.4 from its near-record high of 107.7 of the previous week. The general index declined to 119.4.

## W. German Meat Imports

West German imports of meat and meat products dropped 32 per cent from 324,000,000 lbs. in 1956 to 220,000,000 lbs. in 1957. Because of very heavy hog production and large cattle stocks the government has restricted meat imports to maintain prices. Due to sizable stocks on hand and expected large production during 1958, imports will probably continue low throughout this year.

### DOMESTIC SAUSAGE

	(Icl. lb.)
Pork sausage, bulk	45 1/2 @ 49
in 1-lb. roll	
Port saus., s.c., 1-lb. pk.	63 @ 68
Franks, s.c., 1-lb. pk.	68 1/2 @ 72
Franks, skinless,	
1-lb. package	55
Bologna, ring (bulk)	.54 @ 61
Bologna, art. cas., bulk	45 1/2 @ 48
Bologna, a.c., sliced,	
6-7 oz. pk.	2.97 @ 3.30
Smoked Liver, h.b., bulk	53 1/2 @ 55
Smoked Liver, a.c., bulk	45 @ 49
Polish saus., smoked	.59 @ 72
New Eng. lunch spec.	.64 @ 78
New Eng. lunch spec., sliced, 6-7 oz., doz.	3.90 @ 4.92
Olive loaf, bulk	50 @ 58
O.L., sliced, 6-7 oz., doz.	3.11 @ 3.80
Blood and tongue, bulk	.65 @ 69
Pepper loaf, bulk	.64 @ 76
P.L., sliced, 6-7 oz., doz.	3.11 @ 4.80
Pickle & pimento loaf	.47 @ 54
P. & P. loaf, sliced, 6-7 oz., dozen	2.96 @ 3.60

### DRY SAUSAGE

	(Icl. lb.)
Cervelat, ch., hog bungs	1.05 @ 1.07
Thuringer	62 @ 64
Farmer	78 @ 80
Holsteiner	88 @ 90
Salami, B. C.	95 @ 97
Salami, Genoa style	1.05 @ 1.07
Salami, cooked	56 @ 58
Pepperoni	90 @ 92
Sicilian	99 @ 1.01
Goteborg	86 @ 88
Mortadella	59 @ 61

### SEEDS AND HERBS

	(Icl. lb.)	Whole	Ground
Caraway seed	10 1/2	24 1/2	
Cominos seed	23		
Mustard seed,			
fancy	23		
yellow Amer.	17		
Oregano	44		
Coriander,			
Morocco, No. 1	20	24	
Marjoram, French	62	67	
Sage, Dalmatian,			
No. 1	56	64	

### SPICES

(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime	82	92
Resifted	90	97
Chili, pepper	45	
Chili, powder	45	
Cloves, Zanzibar	64	69
Ginger, Jam., unbl.	92	98
Mace, fancy, Banda	3.50	4.00
West Indies		3.50
East Indies		3.20
Mustard flour, fancy	40	
No. 1	36	
West Indies nutmeg	2.50	
Paprika, Amer. No. 1	48	
Paprika, Spanish	65	
Cayenne pepper	62	
Black	39	43

### SAUSAGE CASINGS

(Icl. prices quoted to manufacturers of sausages)	(Each)
Beef rounds:	(Per set)
Clear, 29/35 mm.	1.15 @ 1.35
Clear, 33/38 mm.	1.00 @ 1.15
Clear, 35/40 mm.	.85 @ 1.10
Clear, 38/40 mm.	1.05 @ 1.35
Clear, 40/44 mm.	1.30 @ 1.65
Clear, 44 mm./up	1.95 @ 2.50
Not clear, 44 mm./dn.	75 @ 85
Not clear, 40 mm./up	85 @ 95
Beef weasands:	(Each)
No. 1, 24 in./up	14 @ 17
No. 1, 22 in./up	10 @ 15
Beef middles:	(Per set)
Ex. wide, 2 1/2 in./up	3.50 @ 3.70
Spec. wide, 2 1/2-2 1/2 in./up	2.55 @ 2.70
Spec. med., 1 1/2-2 1/2 in./up	1.50 @ 1.60
Narrow, 1 1/2 in./dn.	1.05 @ 1.15
Beef bung caps:	(Each)
Clear, 5 in./up	33 @ 38
Clear, 4 1/2-5 inch	28 @ 32
Clear, 4 1/2-5 inch	19 @ 21
Clear, 3 1/2-4 inch	15 @ 16
Not clear, 4 1/2 inch/up	18 @ 21
Beef bladders, salted:	(Each)
7 1/2-8 1/2 inch, inflated..	18
6 1/2-7 1/2 inch, inflated..	15
5 1/2-6 1/2 inch, inflated..	13 @ 14
Pork casings:	(Per Hank)
29 mm./down	4.65 @ 4.80
29/32 mm.	4.50 @ 4.65
32/35 mm.	3.65 @ 3.80
35/38 mm.	3.25 @ 3.40
38/44 mm.	3.05 @ 3.15

### CURING MATERIALS

Nitrite of soda, in 400-lb. bbl., del. or f.o.b. Chgo.	Cwt.
Export, 34 in. cut	.60 @ .65
Large prime, 34 in.	.53 @ .57
Med. prime, 34 in.	.38 @ .40
Small prime	.25 @ .27
Middles, cap off	.16 @ .22
Hog skips	.60 @ .70
Hog runners, green	.5 @ .10
Sheep casings:	(Per Hank)
26/28 mm.	.6,10 @ 6.40
24/26 mm.	.5,95 @ 6.25
22/24 mm.	.4,75 @ 5.25
20/22 mm.	.4,10 @ 4.45
18/20 mm.	.2,70 @ 3.35
16/18 mm.	.1,50 @ 2.30
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	5.75
Pure refined gran. sugar	
Pure refined powdered sugar	
of soda	3.65
Salt, paper sacked, f.o.b.	
Chgo. gran. carlots, ton.	30.50
Rock salt in 100-lb. bags, f.o.b. whse. Chgo.	28.50
Sugar:	
Raw, 96 basis, f.o.b. N.Y.	5.75
Refined standard cane	
gran. basis (Chgo.)	8.85
Packers curing sugar, 100 lb. bags, 10.6 @ 10.8	
La., less 2%	8.70
Dextrose:	
Cereose, (carbols cwt.)	7.46
Ex-warehouse, Chicago	7.61



# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

### CASH PRICES

(Carlot basis, Chicago price zone, April 23, 1958)

SKINNED HAMS		BELLIES	
F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
46%	10/12	40%	38n
45% @ 46	12/14	45% @ 46	38
44%	14/16	44%	38
42%	16/18	42%	35½
42%	18/20	42%	35%
38½%	20/22	38½% @ 34	14/16
38½%	22/24	38½% @ 34	16/18
37%	24/26	37%	33
36%	25/29	36%	32
35%	25/up. 2's in	35%	32
PICNICS		Gr. Am. fros., fresh	
F.F.A. or fresh	Frozen	D.S. Clear	
20	4/6	30	
20½ @ 20	6/8	28½ @ 29	
20 @ 26½	8/10	28n	
20 @ 26½	10/12	28n	
20n	12/14	28n	
20	8/up. 2's in	28n	
FAT BACKS		FRESH PORK CUTS	
Frozen or fresh	Cured	Job Lot	Car Lot
9½%	0/8	10	12/dn.
10%	8/10	10%	12/dn.
10½%	10/12	11½%	12/dn.
11½%	12/14	12½%	12/dn.
12n	14/16	13n	12/dn.
13n	16/18	14	12/dn.
13n	18/20	14	12/dn.
13n	20/22	14	12/dn.
n—nominal, b—bid, a—asked.			

### LARD FUTURES PRICES

NOTE: Add ¼¢ to all price quotations ending in 2 or 7.

FRIDAY, APRIL 18, 1958				
	Open	High	Low	Close
May	12.80	12.97	12.80	12.92
July	12.70	12.90	12.62	12.90n
Sept.	12.37	12.60	12.37	12.57
Oct.	12.07	12.25	12.20	12.25
Nov.	11.90	11.90	11.85	11.85a

Sales: 10,040,000 lbs.

Open interest at close Thurs., Apr. 17: May 281, July 488, Sept. 100, and Oct. 41 lots.

### MONDAY, APRIL 21, 1958

May 12.90	12.92	12.55	12.57
-87		-55	
July 12.95	12.95	12.75	12.75b
Sept. 12.62	12.65	12.47	12.47
Oct. 12.22	12.22	12.05	12.05
Nov. 12.00	12.00	11.80	11.80a

Sales: 5,680,000 lbs.

Open interest at close Fri., Apr. 18: May 234, July 516, Sept. 136, Oct. 41, and Nov. one lot.

### TUESDAY, APRIL 22, 1958

May 12.50	12.50	12.47	12.20
-45		-17	
July 12.67	12.70	12.20	12.20
-62		-27	
Sept. 12.45	12.45	12.20	12.20
Oct. 11.97	12.00	11.97	12.00
Nov. . . . .	. . . . .	. . . . .	11.75a

Sales: 17,120,000 lbs.

Open interest at close Mon., Apr. 21: May 268, July 529, Sept. 146, Oct. 40, and Nov. five lots.

### WEDNESDAY, APRIL 23, 1958

May 12.35	12.37	12.05	12.07
-35		-05	
July 12.22	12.37	12.20	12.20
Sept. 12.30	12.35	12.20	12.20
Oct. 11.92	12.00	11.92	12.00b
Nov. . . . .	. . . . .	. . . . .	11.75a

Sales: 8,490,000 lbs.

Open interest at close Tues., Apr. 22: May 214, July 506, Sept. 158, Oct. 41, and Nov. five lots.

### THURSDAY, APRIL 24, 1958

May 12.05	12.12	11.97	12.10b
-35		-05	
July 12.25	12.25	12.00	12.15b
Sept. 12.20	12.25	12.05	12.15
Oct. 11.95	11.95	11.90	11.90
Nov. 11.75	11.76	11.75	11.75

Sales: 13,000,000 lbs.

Open interest at close Wed., Apr. 23: May 214, July 512, Sept. 151, Oct. 41, and Nov. five lots.

### CHGO. FRESH PORK AND PORK PRODUCTS

April 22, 1958

(l.c.t., lb.)

Hams, skinned, 10/12	47½
Hams, skinned, 12/14	47
Hams, skinned, 14/16	45½
Picnics, 4/6 lbs.	31
Picnics, 6/8 lbs.	29
Pork loins, boneless, 65	68
Shoulders, 16/dn. loose	36

(Job lots, lb.)

Pork livers . . . . .

Tenderloins, fresh, 10's

Neck bones, bbls. . . . .

Ears, 30's . . . . .

Feet, s.c., bbls. . . . .

(Pork trimmings in job lots only)

Pork trimmings, 40% lean, barrels . . . . .

Pork trimmings, 50% lean, barrels . . . . .

Pork trimmings, 80% lean, barrels . . . . .

Pork trimmings, 95% lean, barrels . . . . .

Pork head meat . . . . .

Pork cheek meat, barrels . . . . .

(PACKERS' WHOLESALE LARD PRICES)

Refined lard, tierses, f.o.b.

Chicago . . . . .

Refined lard, 50-lb. cubes, f.o.b. Chicago . . . . .

Kettle rendered, 50-lb. tins, f.o.b. Chicago . . . . .

Leaf, kettle rendered, tins, f.o.b. Chicago . . . . .

Lard flakes . . . . .

Neutral tierses, f.o.b. Chicago . . . . .

Standard shortening, N. & S. (del.) . . . . .

Hydro. shortening, N. & S. . . . .

(WEEK'S LARD PRICES)

P.S. or Dry Ref. in

D.R. rend. 50-lb. cash loose tins

tierses (Open (Open

(Bd. Trade) Mkt.) Mkt.)

Apr. 18. 12.85n 11.75 14.25n

Apr. 21. 12.85n 11.75 14.25n

Apr. 22. 12.85n 11.75 14.00n

Apr. 23. 12.07½n 11.62½n 13.75n

Apr. 24. 12.10n 11.62½n 13.75n

### PLUS MARGINS ON LIGHT HOGS REcede

(Chicago costs, credits and realizations for Monday and Tuesday)

Markdowns in pork prices hit light hogs this week more than the two heavier classes. The relatively narrow plus margins on handyweights of the last few weeks were even slimmer this week. Margins on heavy hogs actually worked a little toward the plus side.

-180-220 lbs.—		-220-240 lbs.—		-240-270 lbs.—	
Value	per cwt.	Value	per cwt.	Value	per cwt.
Lean cuts	\$13.68	\$19.70	\$13.02	\$18.85	\$12.18
Fat cuts, lard	6.50	9.34	6.45	9.14	5.95
Ribs, trimmings, etc.	2.60	3.96	2.55	3.56	2.84
Cost of hogs	\$20.81		\$20.81		\$20.10
Condemnation loss	—	—	—	—	—
Handling, overhead	1.82		1.65		1.48
TOTAL COST	22.73	32.00	22.56	31.77	21.77
TOTAL VALUE	22.87	32.00	22.05	31.06	20.47
Cutting margin	+\$1.24	+\$2.21	-\$5.53	+\$7.72	+\$1.90
Margin last week	+\$2.27	+\$3.38	-\$5.52	+\$7.71	+\$1.88

### PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles	San Francisco	No. Portland
April 22	April 22	April 22
90-120 lbs., U.S. No. 1-3, None quoted	(Shipper style)	(Shipper style)
120-180 lbs., U.S. No. 1-3, \$36.00@\$36.00	\$36.00@\$36.00	\$34.00@\$36.00

### FRESH PORK CUTS, No. 1:

LOINS:		
8-10 lbs.	49.00@\$52.00	55.00@\$56.00
10-12 lbs.	49.00@\$52.00	53.00@\$56.00
12-16 lbs.	49.00@\$52.00	53.00@\$56.00

PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	37.00@\$44.00	38.00@\$44.00	38.00@\$42.00

### HAMS:

HAMS:			
12-16 lbs.	52.00@\$58.00	56.00@\$60.00	54.00@\$57.00
16-18 lbs.	51.00@\$58.00	53.00@\$57.00	53.00@\$56.00

### BACON "DRY" CURE, No. 1:

6-8 lbs.	48.00@\$62.00	57.00@\$61.00	53.00@\$57.00
8-10 lbs.	47.00@\$64.00	55.00@\$60.00	52.00@\$55.00
10-12 lbs.	46.00@\$66.00	52.00@\$56.00	49.00@\$55.00

### LARD, Refined:

1-lb. cartons	18.50@\$19.25	21.00@\$22.00	17.00@\$19.00
50-lb. cartons & cans	16.00@\$19.75	19.00@\$21.00	14.00@\$17.00
Tierces	15.25@\$19.25	18.00@\$20.00	

### N. Y. FRESH PORK CUTS

April 22, 1958

City Box lots, cwt.

Pork loins, 8/12	55.00@\$57.00
Pork loins, 12/16	54.00@\$56.00
Hams, sknd., 10/14	47.00@\$52.00
Boston butts, 4/8	48.00@\$49.00
Regular picnics, 4/8	32.00@\$36.00
Spareribs, 3/down	46.00@\$50.00

### LOCALLY DRESSED

(l.c.t. prices, cwt.)	Western
Pork loins, 8/12	49
Pork	

# BY-PRODUCTS...FATS AND OILS

## BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)  
Wednesday, April 23, 1958

### BLOOD

Unground, per unit of ammonia, bulk	8.00n
<b>DIGESTER FEED TANKAGE MATERIALS</b>	
Low test, unground, loose:	
Low test	8.25n

### PACKINGHOUSE FEEDS

Carlots, ton	
50% meat, bone scraps, bagged	\$100.00@107.50
50% meat, bone scraps, bulk	97.50@102.50
60% digester tankage, bagged	105.00@112.50
60% digester tankage, bulk	102.50@107.50
80% blood meal, bagged	135.00@155.00
Steam bone meal, 50-lb. bags, (specialty prepared)	92.50
80% steam bone meal, bagged	80.00

### FERTILIZER MATERIALS

Feather tankage, ground	
per unit ammonia	16.00
Hoof meal, per unit ammonia	16.00@8.50n

### DRY RENDERED TANKAGE

Low test, per unit prot.	1.85n
Med. test, per unit prot.	1.80n
High test, per unit prot.	1.75n

### SELAITINE AND GLUE STOCKS

Bone stock (selaitine), ton	25.00
Cattle jaws, feet (non-gel.) ton	10.00@14.00
Trim bone, ton	13.00@18.00
Pigskins (gelatine), cwt.	6.25@ 7.00
Pigskins (rendering), piece	15@25

### ANIMAL HAIR

Winter coil dried, per ton	*40.00
Cattle coil dried, per ton	*25.00@30.00
Cattle switches, per piece	3@4
Summer processed (Nov.-March)	
gray, lb.	9n
Summer processed (April-Oct.)	
gray, lb.	5@6n

\*Delv'd., f.c.a.f. Midwest, n—nominal, a—asked

## TALLOWS and GREASES

Wednesday, April 23, 1958

Resistance on the part of buyers late last week resulted in the inedible tallow and grease market developing a soft undertone. A couple of tanks of bleachable fancy tallow traded at 7½c, c.a.f. Chicago. Special tallow was bid at 7c, and yellow grease at 6½c, c.a.f. Chicago. Buyers and sellers in most cases were ½@¼c apart in their price ideas.

Buying inquiry on bleachable fancy tallow was in the market at 8c, c.a.f. Avondale, La. The same material was bid at 7½c, c.a.f. Chicago, and B-white grease at 7c, c.a.f. Chicago. A couple of tanks of yellow grease sold at 6½c, also c.a.f. Chicago.

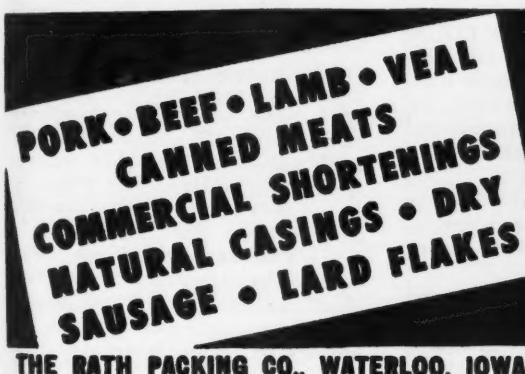
The Midwest market at the start of the new week was mostly a bid and offering session, and buyers and sellers were again around ½@¼c apart as to their ideas. Special tallow was bid at 7c, with offerings at 7½c, c.a.f. Chicago. Yellow grease was still bid at 6½c, c.a.f. Chicago, and at 7c, c.a.f. Avondale. For the latter point,

prime tallow was bid at 7¾c, and special tallow at 7½c.

Several tanks of choice white grease, all hog, sold on Tuesday at 8½c, c.a.f. East. It was also reported that hard body bleachable fancy tallow sold at 8½c, same delivery point. Edible tallow remained unchanged as to offerings, 12c, c.a.f. Chicago, and at 11½c, f.o.b. River points. Buyers were quiet.

At midweek yellow grease sold at 7c, c.a.f. Avondale, and the same material was bid at 7½c, c.a.f. New York. Prime tallow was bid at 7¾c, and special tallow at 7½c, c.a.f. Avondale. Choice white grease, all hog, was bid at 8½c, same destination. No material change was registered on edible tallow. A tank sold at 11½c, c.a.f. Chicago. Choice white grease, all hog, was offered at 9c, c.a.f. East, with bids ¼c lower. Bleachable fancy tallow was bid at 8c, c.a.f. Avondale, and at 8½c, c.a.f. East. Movement came about late on Wednesday on a basis of 7½c, bleachable fancy tallow, c.a.f. Chicago.

**TALLOWS:** Wednesday's quotations: edible tallow, 11½c@11½c.



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# HIDES AND SKINS

f.o.b. River, and 11½c, Chicago basis; original fancy tallow, 7½c; bleachable fancy tallow, 7½c; prime tallow, 7½c; special tallow, 7c; No. 1 tallow, 6½c; and No. 2 tallow, 6½c, Chicago.

**GREASES:** Wednesday's quotations: choice white grease, not all hog, quoted at 7½c; B-white grease, 7c; yellow grease, 6½c; house grease, 6½c; and brown grease, 6@6½c. Choice white grease, all hog, was quoted at 8½c, c.a.f. East.

## EASTERN BY-PRODUCTS

New York, Apr. 23, 1958

Dried blood was quoted today at \$6.75@\$7 per unit of ammonia. Low test wet rendered tankage was listed at \$7@7.25 per unit of ammonia and dry rendered tankage was priced at \$1.60.

## N.Y. COTTONSEED OIL FUTURES

FRIDAY, APRIL 18, 1958

	Open	High	Low	Close	Prev. close
May	15.96b	16.08	15.94	16.06b	15.3
July	16.07	16.15	16.00	16.15	15.90b
Sept.	15.98	16.12	15.94	16.08	15.93
Oct.	15.65b	15.90	15.70	15.90	15.65
Dec.	15.58b	15.80	15.65	15.76b	15.58
Jan.	15.55n	15.70	15.65	15.75	15.55n
Mar.	15.55b	15.77	15.65	15.74b	15.55b
May	15.50b	15.77	15.65	15.70b	15.55b
Sales:	285 lots.				

### MONDAY, APRIL 21, 1958

	Open	High	Low	Close	Prev. close
May	16.10b	16.17	16.01	16.01b	16.00b
July	16.20	16.23	16.05	16.06	16.15
Sept.	16.15	16.17	16.04	16.02b	16.08
Oct.	15.90b	15.95	15.93	15.80b	15.90
Dec.	15.79b	15.83	15.75	15.75	15.76b
Jan.	15.75n	15.78	15.70	15.75n	15.75n
Mar.	15.75b	15.78	15.70	15.70b	15.74b
May	15.70b	15.78	15.60	15.54b	15.70b
Sales:	214 lots.				

### TUESDAY, APRIL 22, 1958

	Open	High	Low	Close	Prev. close
May	16.01b	16.02	15.90	15.85b	16.01b
July	16.10	16.10	15.9	15.93	16.06
Sept.	16.08	16.08	15.81	15.87	16.02n
Oct.	15.80	15.86	15.63	15.65	15.80
Dec.	15.70	15.78	15.55	15.75	15.70
Jan.	15.75n	15.78	15.55	15.55	15.75n
Mar.	15.78	15.78	15.60	15.54b	15.70b
May	15.70b	15.78	15.60	15.55b	15.70b
Sales:	331 lots.				

### WEDNESDAY, APRIL 23, 1958

	Open	High	Low	Close	Prev. close
May	15.82	15.82	15.65	15.67	15.85b
July	15.90	15.90	15.70	15.77	15.93
Sept.	15.85	15.85	15.67	15.73	15.87
Oct.	15.60	15.60	15.54	15.54b	15.63
Dec.	15.57	15.70	15.55	15.57	15.55
Jan.	15.57	15.78	15.55	15.55	15.70n
Mar.	15.57	15.78	15.60	15.54b	15.70b
May	15.57	15.78	15.55	15.55b	15.55b
Sales:	363 lots.				

## VEGETABLE OILS

Wednesday, April 23, 1958

	Crude cottonseed oil, f.o.b.	
Valley	13½n	
Southeast	14n	
Texas	13½n	
Corn oil in tanks, f.o.b. mills	14½	
Soybean oil, f.o.b. Decatur	11a	
Peanut oil, f.o.b. mills	17½n	
Cottonseed oil, f.o.b. Pacific Coast	14½	
Cottonseed oil, Midwest and West Coast	13½@1½	
East	13½@1½	

## OLEOMARGARINE

Wednesday, April 23, 1958

	White dom. vegetable (30-lb. cartons)	27
Yellow quarters (30-lb. cartons)	28	
Milk churned pastry (750 lbs., 30's)	23½@25	
Water churned pastry (750 lbs., 30's)	22½@24	
Bakers drums, ton lots	20½	

## OLEO OILS

Wednesday, April 23, 1958

	Prime oleo stearine (slack barrels)	12½
Extra oleo oil (drums)	18½@18½	
Prime oleo oil (drums)	18@18½	

n—nominal, a—asked, b—bid, pd—paid.

Packer hides gain another ½c after last week's late rise, with demand broad on most selections—Small packer and country hides share partly in higher prices on other stock—Calfskins and kipskins steady in light trading—Sheepskins, nominally steady.

## CHICAGO

**PACKER HIDES:** An estimated 50,000 hides traded through mid-week. Much activity took place on Thursday of last week and again on Tuesday and Wednesday of this week. Most selections rose ½c this week. In late trading Tuesday, light native steers sold ½c higher at 16c, Austin and 16½c Chicago production. Heavy native steers sold ½c higher at 11c St. Joseph, and 11½c Chicago. Ex-light native steers were higher at 19c for Austin production. Buttbrands and Colorados sold ½c higher at 9c and 8½c, respectively. Heavy native cows sold at 12c for Rivers and 12½c for low freight points. Light native cows gained ½c at 14½c for Austin, and 17c Kansas City, St. Louis and St. Joseph production. Branded cows sold ½c higher at 10½c for Northerns, 11½c for Wichita's and 12c Fort Worth; the latter price was 1c higher since last sale that point.

**SMALL PACKER AND COUNTRY HIDES:** Rising prices in the big packer market brought a similar trend in small packer hides. The 60-lb. average was quoted at 10c nominal, and the 50-lb. at 12½ nominal. Calfskins and kipskins were steady.

**CALFSKINS AND KIPSKINS:** In a quiet market calfskins and kipskins remained nominally steady at last week's levels.

**SHEEPSKINS:** Trading in the sheepskin market has been somewhat limited and prices have remained steady. No. 1 shearlings sold at 1.25@2.50, No. 2's at .90@1.25, and No. 3's at .50@.75 Fall clips sold steady at 2.25@3.50 and dry pelts were unchanged at .21@.22.

## List 20 Ingredients in Soap

The U.S. Agricultural Marketing Service lists 20 kinds of fats and oils commonly used in the manufacture of soap. Animal fats comprise the largest single class of ingredients which go into the manufacture of soap. Of the 1,058,000,000 lbs. of fats and oils used in soap making last year, 785,000,000 lbs. were of animal origin. This total was the smallest in ten years.

## CHICAGO HIDE QUOTATIONS

### PACKER HIDES

	Wednesday, Apr. 23, 1958	Cor. date 1958
Lgt. native steers	16@16½	13½
Hvy. nat. steers	11@11½	9½
Ex. lgt. nat. steers	15½@19	17n
Butt-brand. steers	9n	8
Colorado steers	8½n	7½
Hvy. Texas steers	8n	8
Light Texas steers	10n	11n
Ex. lgt. Texas steers	16n	15n
Heavy native cows	12@12½n	10
Light nat. cows	14½@17	13½@13½
Branded cows	10½@12n	9@10½
Native bulls	7@8n	8n
Branded bulls	6@7n	7n
Calfskins:		
Northerns, 10/15 lbs.	42½n	50@52½
10 lbs./down	40n	36
Kips, Northern native,		
15/25 lbs.	35n	34n

### SMALL PACKER HIDES

	STEERS AND COWS:	
60 lbs. and over	10n	8@8½n
50 lbs.	12½n	10½@11n

### SMALL PACKER SKINS

	SMALL PACKER SKINS	
Calfskins, all wts.	30n	28@29n
Kipskins, all wts.	25n	22@23n

### SHEEPSKINS

	Packer shearlings:	
No. 1	1.25@2.50	2.10@2.60
Dry Pelts	21@22n	28n
Horsehides, untrm.	7.75@8.25n	8.50@8.00
Horsehides, trim.	7.25@7.75n	7.50@6.00

## N. Y. HIDE FUTURES

### FRIDAY, APRIL 18, 1958

	Open	High	Low	Close	Prev. close
Apr.	12.50b	12.80	12.55b	12.60	12.50
July	13.01-04	13.10	13.02	13.02b	12n
Oct.	13.27	13.27	13.27	13.20b	32a
Jan.	Sales: 14 lots.			13.25n	
July	13.40b	13.50	13.35	13.45b	52a
Oct.	13.75b	13.75	13.75	13.65b	35a
Jan.	13.60n	13.74	13.74	13.65b	90n
Apr.	13.85b	13.85b	13.85b	13.95b-14.15a	
Sales: three lots.					

### MONDAY, APRIL 21, 1958

	Open	High	Low	Close	Prev. close
Apr.	12.85	12.85	12.85	12.85	75a
July	13.00b	13.00	13.00	13.00b	10n
Oct.	13.15b	13.15b	13.15b	13.20b	35a
Jan.	Sales: two lots.			13.25n	
July	13.39b	13.39b	13.39b	13.40b	50a
Oct.	13.60n	13.74	13.74	13.65b	80n
Jan.	13.70b	13.70b	13.70b	13.75b	90n
Apr.	13.85b	13.85b	13.85b	13.85b-14.00n	
Sales: one lot.					

### TUESDAY, APRIL 22, 1958

	WEDNESDAY, APRIL 23, 1958	
Apr.	12.70b	12.70b
July	12.95b	13.02b
Oct.	13.15b	13.20b
Jan.	13.25n	13.25n
Sales: four lots.		
July	13.40b	13.45b
Oct.	13.65b	13.65b
Jan.	13.75b	13.75b
Apr.	13.85b	13.85b
Sales: none.		

### THURSDAY, APRIL 24, 1958

	Open	High	Low	Close	Prev. close
Apr.	12.50b	12.75	12.70	12.60b	75a
July	13.01	13.01	12.99	12.97b-13.02a	
Oct.	13.15b	13.15b	13.15b	13.20b	30a
Jan.	Sales: nine lots.			13.20n	
July	13.40b	13.40b	13.40b	13.35b	50a
Oct.	13.60b	13.60	13.60	13.55b	70a
Jan.	13.75b	13.75b	13.75b	13.65b	90a
Apr.	13.85b	13.85b	13.85b	13.75b-14.00a	
Sales: one lot.					

NOTE: Upper series of contracts each day old contracts; lower series, new contracts.



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, April 19, 1958, as reported to the National Provisioner:

### CHICAGO

Armour, 9,960 hogs; shippers, 15,887 hogs; and others, 19,793 hogs. Totals: 17,822 cattle, 447 calves, 45,640 hogs and 2,736 sheep.

### KANSAS CITY

Cattle Calves Hogs Sheep  
Armour. 1,468 254 324 1,242  
Swift. 1,705 385 3,729 1,737  
Wilson. 971 445 445  
Butchers. 4,073 3,184 329  
Others. 331 3,351 6,275  
Totals. 8,548 639 15,043 9,583

### OMAHA

Cattle Calves Hogs Sheep  
Armour. 4,783 6,469 2,386  
Cudahy. 2,912 5,810 2,944  
Swift. 3,864 6,963 3,895  
Wilson. 3,471 5,109 1,930  
Neb. Beef. 583  
Am. Stores. 1,408  
Cornhusk. 808  
O'Neill. 450  
R. & C. 266  
Gr. Omaha. 621  
Rothschild. 1,120  
Roth. 419  
Kingan. 771  
Omaha. 354  
Union. 1,204  
Others. 660 8,071  
Totals. 23,746 32,428 11,155

### N. S. YARDS

Cattle Calves Hogs Sheep  
Armour. 2,236 400 10,113 449  
Swift. 2,225 730 13,474 1,895  
Hunter. 535 5,419  
Krey. 333 9,726  
Hell. 3,101 2,013  
Totals. 4,996 1,160 40,745 2,344

### ST. JOSEPH

Cattle Calves Hogs Sheep  
Swift. 3,091 147 12,505 5,223  
Armour. 2,455 89 8,392 1,497  
Seitz. 856  
Others. 3,101 3,218  
Totals\*. 9,503 236 24,115 6,720  
\*Do not include 243 cattle, 71 calves, 1,393 hogs and 2,481 sheep direct to packers.

### SIOUX CITY

Cattle Calves Hogs Sheep  
Armour. 2,700 14 2,082  
Swift. 3,591 4,781 638  
S.C. Dr. 3,740  
S.C. Dr. Pork. 4,671  
Raskin. 604  
Butchers. 376  
Others. 7,476 3 18,103 854  
Totals. 18,577 3 27,560 3,574

### WICHITA

Cattle Calves Hogs Sheep  
Cudahy. 831 110 2,075  
Dunn. 70  
Armour. 19  
Dold. 124  
Excel. 791  
Swift. 1,296  
Others. 1,296 91 2,091  
Totals. 3,130 110 2,816 4,556

### OKLAHOMA CITY

Cattle Calves Hogs Sheep  
Armour. 608 13 308 998  
Wilson. 751 34 1,082 1,473  
Others. 1,270 100 1,244  
Totals\*. 2,630 147 2,724 2,471  
\*Do not include 1,093 cattle, 53 calves, 8,289 hogs and 925 sheep direct to packers.

### LOS ANGELES

Cattle Calves Hogs Sheep  
Cudahy. 62  
Swift. 962  
Ideal. 547 328  
United. 537  
Atlas. 339  
Gr. West. 231  
Acme. 216  
Goldring. 213  
Coast. 209 8  
Salter. 140  
Com'l. 133  
Others. 4,312 145 333  
Totals. 7,789 145 1,054

## DENVER

	Cattle	Calves	Hogs	Sheep
Armour.	200	84	3,178	3,678
Swift.	1,198	84	4,206	103
Cudahy.	515	84	4,206	103
Wilson.	906	84	4,432	
Others.	8,078	32	1,846	475
Totals.	10,982	116	9,230	17,466

## ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour.	2,462	11,316	2,147	
Bartsch.	911	84	3,178	
Rifkin.	369	10	3,178	
Superior.	1,303	84	3,178	
Swift.	5,461	1,389	17,535	1,735
Others.	3,457	815	14,619	1,518
Totals.	17,285	7,028	43,470	5,400

## FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour.	383	402	1,136	10,215
Swift.	705	231	878	10,367
Rosenthal.	77	4	1	441
Totals.	1,120	637	2,015	21,023

## CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall.	377	84	3,178	
Schlaeter.	153	84	3,178	
Others.	3,364	868	13,189	140
Totals.	3,517	962	13,189	517

	TOTAL PACKER PURCHASES			
	Week ended	Prev. week	Same week	1957
Cattle	129,645	129,675	147,335	
Hogs	260,088	238,259	233,051	
Sheep	87,545	83,106	72,079	

## CORN BELT DIRECT TRADING

Des Moines, Apr. 23—Prices on hogs at 13 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

Barrows, gilts, U.S. No. 1-3:  
180/200 lbs. \$18.25@20.00  
200/240 lbs. 19.25@20.15  
220/240 lbs. 18.95@20.00  
240/270 lbs. 18.35@19.70  
270/300 lbs. None quoted

Sows, U.S. No. 1-3:  
270/330 lbs. 17.50@18.90  
330/400 lbs. 17.00@18.40  
400/550 lbs. 15.75@17.90

Corn Belt hog receipts, as reported by the USDA:

	This week	Last week	Last year
Apr. 17	45,000	34,000	54,000
Apr. 18	41,500	46,500	39,000
Apr. 19	38,000	36,500	29,500
Apr. 21	62,000	55,500	71,500
Apr. 22	71,500	44,000	47,000
Apr. 23	50,000	48,000	41,500

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, April 23 were as follows:

**CATTLE:** Cwt.  
Steers, gd. & ch. \$25.00@29.00  
Steers, std. & gd. 22.50@25.00

Heifers, gd. & ch. 25.00@27.00  
Cows, util. & com'l. 17.50@20.50

Cows, can. & cut. 13.00@18.00  
Bulls, util. & com'l. 21.00@23.00

Bulls, cutter 18.00@21.00

**VEALERS:** Good & prime \$26.50@32.00

Stand. & gd. 21.50@26.50

Calves, gd. & ch. 23.00@26.50

**HOGS:** U.S. No. 1-3:

140/160 lbs. 18.25@19.00

160/180 lbs. 19.00@20.25

180/200 lbs. 20.25@21.00

200/220 lbs. 20.25@21.15

220/240 lbs. 20.00@20.75

240/270 lbs. 19.50@20.00

270/300 lbs. 19.00@19.50

Sows, U.S. No. 1-3:

180/230 lbs. 18.25@19.25

330/450 lbs. 17.00@18.75

**LAMBS:** Old crop, gd. & ch. 20.50@22.00

Spring, gd. & ch. None quoted

## WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Apr. 19, 1958 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup>	12,367	10,707	53,215	136,182
Baltimore, Philadelphia	7,484	1,353	31,227	4,741
Cin., Cleve., Detroit, Indpls.	16,979	7,274	113,586	12,268
Chicago Area <sup>2</sup>	21,481	7,865	45,077	3,538
St. Paul-Wis. Areas <sup>3</sup>	26,299	22,689	85,162	10,296
St. Louis Area <sup>4</sup>	11,514	2,936	80,257	4,935
Sioux City-So. Dak. Area <sup>4</sup>	16,528	3,497	44,356	12,401
Omaha Area <sup>5</sup>	29,426	318	70,445	14,553
Kansas City	9,458	1,220	13,390	10,475
Iowa-So. Minnesota <sup>6</sup>	24,703	10,373	227,998	26,815
Louisville, Evansville, Nashville, Memphis	7,696	5,709	37,108	...
Georgia-Alabama Area <sup>7</sup>	4,550	1,209	26,926	...
St. Joseph, Wichita, Okla. City	15,557	1,554	43,707	9,887
Ft. Worth, Dallas, San Antonio	9,479	5,145	13,793	27,294
Denver, Oden, Salt Lake City	13,849	2,916	12,174	24,564
Los Angeles, San Fran. Areas <sup>8</sup>	10,145	3,497	20,041	29,115
Portland, Seattle, Spokane	5,462	306	11,711	3,664
Grand totals	252,207	81,888	951,076	228,708
Totals same week 1957	278,015	97,723	1,018,944	216,475

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, St. Louis, National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>3</sup>Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. <sup>4</sup>Includes Lincoln and Fremont, Nebr., and Glenwood, Iowa. <sup>5</sup>Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. <sup>6</sup>Includes Bismarck, Dothan, and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville and Tifton, Ga. <sup>7</sup>Includes Los Angeles, San Francisco, So. San Francisco, San Jose and Vallejo, Calif.

## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades for steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Apr. 12 compared with the same week in 1957 was reported to the Provisioner by the Canadian Department of Agriculture as follows:

	GOOD STEERS	VEAL CALVES	HOGS* Grade B <sup>1</sup>	LAMBS Dressed	LAMBS Good
Stockyards	Weights	All	Good and Choice	Dressed	Handyweights
	1958	1957	1958	1957	1958
Toronto	\$24.00	\$20.00	\$22.30	\$27.50	\$29.00
Montreal	23.70	20.00	24.45	29.50	28.65
Winnipeg	23.22	18.25	28.68	24.50	27.75
Calgary	22.16	17.77	23.85	26.89	26.13
Edmonton	21.70	17.70	28.50	28.00	27.90
Lethbridge	21.75	17.75	22.25	26.00	27.45
Fr. Albert	22.25	17.20	26.25	23.75	26.00
Moose Jaw	21.60	16.80	23.00	22.10	26.00
Saskatoon	22.50	17.50	26.00	24.00	26.50
Regina	21.50	16.65	25.50	23.00	26.00
Vancouver	22.00	17.95	23.65	23.65	25.50
Spring lambs at Toronto, \$36.60.					

\*Canadian government quality premium not included.

## SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida; during the week ended April 18:

	Cattle	Calves	Hogs
Week ended April 18	1,715	821	18,261
Week previous (five days)	1,620	600	15,355
Corresponding week last year	3,067	880	17,671

Weeks

East

East

West

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the 13 centers for the week ended April 19, 1958, compared.

CATTLE						
Week ended	Prev. week	Oor.				
Apr. 19	Apr. 19	week	1957			
Chicago	17,822	19,429	21,646			
Kan. City	9,187	8,026	12,156			
Omaha <sup>†</sup>	21,380	24,197	27,057			
N. S. Yards	6,186	6,349	10,060			
St. Joseph	9,627	8,393	10,641			
Saint City	12,076	10,597	13,403			
Wichita <sup>†</sup>	2,440	2,800	3,000			
New York						
Jer. City <sup>†</sup>	12,367	10,169	9,472			
Oklahoma <sup>†</sup>	3,925	4,250	6,802			
Cincinnati <sup>†</sup>	3,303	3,199	4,586			
Denver	11,435	10,861	11,609			
St. Paul	13,828	14,008	14,367			
Milwaukee <sup>†</sup>	4,281	4,713	3,646			
Totals	127,857	127,100	148,435			

## HOGS

HOGS						
Chicago	9,753	31,079	25,295			
Kan. City <sup>†</sup>	15,043	14,064	16,416			
Omaha <sup>†</sup>	46,023	41,221	39,759			
N. S. Yards	40,745	37,428	47,370			
St. Joseph	22,291	21,242	22,950			
Saint City	17,036	24,669	14,006			
Wichita <sup>†</sup>	12,528	11,313	9,485			
New York &						
Jer. City <sup>†</sup>	53,215	52,795	55,046			
Oklahoma <sup>†</sup>	10,908	10,472	12,493			
Cincinnati <sup>†</sup>	11,982	12,072	12,122			
Denver	8,907	10,107	10,743			
St. Paul	28,851	31,261	28,944			
Milwaukee <sup>†</sup>	3,677	4,014	4,276			
Totals	301,043	301,737	298,905			

## SHEEP

SHEEP						
Chicago	2,736	2,356	2,553			
Kan. City <sup>†</sup>	9,583	7,685	7,943			
Omaha <sup>†</sup>	13,229	11,700	8,100			
N. S. Yards	2,344	1,506	5,708			
St. Joseph	1,951	3,973	6,210			
Saint City	3,016	2,173	2,489			
Wichita <sup>†</sup>	2,465	3,237	1,927			
New York &						
Jer. City <sup>†</sup>	36,182	29,987	32,341			
Oklahoma <sup>†</sup>	3,396	2,396	3,091			
Cincinnati <sup>†</sup>	468	317	414			
Denver	18,580	19,584	16,896			
St. Paul	3,882	2,608	2,018			
Milwaukee <sup>†</sup>	404	887	623			
Totals	105,469	90,771	88,330			

\*Cattle and calves.  
† Federally inspected slaughter.  
‡ Stockyards sales for local slaughter.  
§ Stockyards receipts for local slaughter, including directs.

## CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended April 12:

CATTLE		
Week ended	Same week	
Apr. 12	1957	
Western Canada	15,870	17,100
Eastern Canada	16,747	16,790
Totals	32,617	33,890

## HOGS

HOGS		
Western Canada	48,365	41,653
Eastern Canada	58,184	55,925
Totals	106,529	97,578

All hog carcasses graded		
Western Canada	12,123	2,755
Eastern Canada	11,578	10,800

## SHEEP

SHEEP		
Western Canada	2,123	2,214
Eastern Canada	4,317	4,969

\*Includes hogs at 31st street.

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS				
Cattle	Calves	Hogs	Sheep	
Apr. 17	1,674	103	10,445	1,228
Apr. 18	559	46	10,623	313
Apr. 19	145	6	664	...
Apr. 21	22,578	124	11,286	2,750
Apr. 22	6,500	200	13,500	500
Apr. 23	16,000	200	12,000	1,500
*Including 273 cattle, 6,131 hogs and 396 sheep direct to packers.				
SHIPMENTS				
Apr. 17	2,407	106	2,632	679
Apr. 18	882	35	3,679	420
Apr. 19	56	...	1,193	...
Apr. 21	5,560	...	2,972	875
Apr. 22	3,000	...	3,000	100
Apr. 23	7,000	...	3,000	500
Week so far 15,560				
Wk. ago. 14,040				
Yr. ago. 18,454				

## APRIL RECEIPTS

1958		1957
Cattle	Calves	
133,549	153,353	
2,647	4,937	
Hogs	174,462	153,415
Sheep	19,427	20,081

## APRIL SHIPMENTS

1958		1957
Cattle	Calves	
64,912	72,063	
Hogs	43,148	25,426
Sheep	10,983	8,794

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Apr. 23:

Week ended	Week ended	
Apr. 23	Apr. 16	
Packers' purch.	34,026	26,839
Shippers' purch.	15,235	12,235
Totals	49,261	39,074

## LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Apr. 18, with comparisons:

Cattle	Hogs	Sheep
224,000	416,000	154,000
Previous week	241,000	408,000
Same wk.	249,000	385,000
1957	249,000	157,000
Totals	3,820,000	6,383,000
1958	4,102,000	6,874,000
Totals	4,102,000	2,411,000

## PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended April 18:

Cattle	Calves	Hogs	Sheep
Los Ang.	4,895	225	1,160
N. P'tland	1,725	280	1,500
San Fran.	270	15	525
Totals	4,895	320	340

## LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Apr. 23, were as follows:

CATTLE	Cwt.
Steers, ch. & pr.	\$28.00@20.00
Steers, gd. & ch.	26.00@27.00
Calves, gd. & ch.	23.00@25.00
Heifers, gd. & ch.	24.00@27.00
Cows, util. & com'l.	18.00@20.00
Cows, can. & cut.	14.00@17.50
Bulls, util. & com'l.	21.00@22.50

## VEALERS

### All Weights:

Good	None qtd.	None qtd.	None qtd.	None qtd.
Commercial	21.00-22.00	22.50-23.50	19.50-21.00	19.50-21.50
Utility	19.50-21.00	21.00-23.00	19.00-20.50	19.50-22.00

## CALVES (500 Lbs. Down):

Ch. & pr.	26.00-30.00	25.00-27.00	25.00-27.00	25.00-27.00
Stand. & gd.	18.00-28.00	22.00-32.00	20.00-26.00	20.00-28.00

## LAMBS:

### All Weights:

Good	None qtd.	None qtd.	None qtd.	None qtd.
Commercial	21.00-22.00	22.50-23.50	19.50-21.00	19.50-21.50
Utility	19.50-21.00	21.00-23.00	19.00-20.50	19.50-22.00

## VEALERS:

### All Weights:

Good	None qtd.	None qtd.	None qtd.	None qtd.
Commercial	21.00-22.00	22.50-23.50	19.50-21.00	19.50-21.50
Utility	19.50-21.00	21.00-23.00	19.00-20.50	19.50-22.00

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### POSITION WANTED

**SAUSAGE MAKER**  
COLLEGE GRADUATE: 20 years' experience in all phases of operations. Age 44. Presently head sausage superintendent over all plants for major packer. Excellent reason for desiring change. Substantial salary required. W-149, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EXPERIENCED: Young man with 12 years' experience in packinghouse and wholesale meat. Lamb and mutton man primarily with background in beef, veal and pork. References. Located mid-west. W-77, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: Thoroughly experienced. Familiar with all phases of sausage kitchen operation and package design. Would like to represent a plastic film manufacturer, or paper company, in southeastern territory. Age 42, married, good education. W-178, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ADMINISTRATIVE-OFFICE MANAGER: 41 year old college graduate. Experienced in accounting, personnel, credits, collections, taxes, insurance, advertising, purchasing, sales. W-174, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PRODUCTION SUPERVISOR: Graduate industrial engineer, 33 years old, 6 years' experience in pork processing including canning, seeks position leading to assistant plant manager. W-175, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

YOUNG MAN: Desiring to become a sausage maker in seeking a position as a helper to a sausage maker. Has had some experience. W-169, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 30 years' experience in all operations. Capable, efficient. Available immediately. W-171, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### POSITION WANTED

**TOP EXECUTIVE**  
ASSISTANT TO PRESIDENT: Or as general manager. Broad experience in managing large and small plants. Capable of taking full administrative and profit responsibility of livestock buying, processing, and sales. Write for detailed resume to Box W-113, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED: As sausage maker and foreman, 25 years' experience; W-185, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BEEF MAN: COMPLETE EXPERIENCE**—sales, grading, breakup, carload or cuts, 25 years' A.M.I. West or midwest. W-178, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

**INDUSTRIAL ENGINEER:** A large midwestern independent packer is looking for an assistant industrial engineer. Must be qualified in plant lay-out and packinghouse standards. State age, experience and expected salary in first reply. W-179, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**COMPTROLLER WANTED:** By medium sized independent federally inspected meat packer with 6 smaller plants. A position with a future and extra good starting salary. State complete experience, salary expected and age. Answers definitely confidential. W-160, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**BEEF and SMALL STOCK MANAGER**  
WANTED: By midwestern packer outside the Chicago area. Must be thoroughly experienced, mature and capable of supervising operations from buying, to and through selling. W-168, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.



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**POSITIONS OPEN:** THREE—top grade senior industrial engineers, cost control work. Drafting ability desirable. For consulting work in the meat industry. Extensive travel necessary. ONE—senior industrial engineer for cost work and time study. Permanent location. Reply to FOOD MANAGEMENT, Inc., 7339 Montgomery Road, Cincinnati, Ohio.

**EXPERIENCED:** Beef and small stock man wanted for midwest packer. Must have knowledge of slaughtering operations, handling personnel and meat. Excellent opportunity for aggressive individual. State fully—experience and personal history. W-162, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**EXPERIENCED SALESMAN:** Wanted to sell sausages and smoked meats in Chicago area. Send complete resume including age. All replies strictly confidential. W-118, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WANTED:** Non-working kill foreman, three bed operation. Experienced only. Midwest location. Good salary and excellent chance for advancement. Address replies with all information to Box W-170, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**WANTED:** Experienced cattle and calf Skinner in a growing plant near Hartford, Conn. starting at \$2.75 per hour. Send application to P. O. Box 84, Bloomfield, Conn.

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1565 Division St., Detroit 7, Michigan

**FOR SALE:** Meat processing, sausage kitchen and slaughter house. New building, 9500 square feet. Located in Buffalo, N. Y. 1132 square feet of freezers and coolers. For further information write Box FS-171, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MODERNLY EQUIPPED:** 50' x 65' meat plant for restaurant supply, branch house, portion control, retail, etc. Tracked cooler 25' x 50', Freezer 50,000 lb. capacity. Retail store 25' x 65'.

**GIANT MEAT SUPPLY**  
12628 W. Dixie Hwy. North Miami, Florida

**FOR SALE OR LEASE:** Dry sausage plant, federal inspection, 12,500 sq. ft. fully equipped. Offer highly attractive on either basis. FS-182, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## PLANT FOR RENT

**MEAT COOLER-LOADING DOCK-OFFICES**  
4500 sq. ft. meat cooler with additional 2,000 sq. ft. working area and enclosed 4 truck loading dock, offices and railroad siding. Located in former Swift building in the heart of Detroit market area. Excellent facilities for boning, beef breaking or branch operation. Overhead rails, track scale, refrigeration etc. Excellent condition. Contact:

WM. J. POPLACK, Pres.  
MICHIGAN SHORTENING CO.,  
1316 Napoleon St. Detroit 7, Mich.

## PLANT WANTED

**WANTED TO RENT:** Small bologna kitchen with smokehouse in New York area. PW-183, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

## MISCELLANEOUS

**I WANT TO SELL:** Frozen cow and bull meat—lean. Contact Mr. MORRIS CRAIN, Danville, Kentucky. Phone Danville 1942

**WANTED:** Prominent New York Kosher provision manufacturers—desire jobbers or wholesalers for Pittsburgh, Cleveland and Detroit. Must have satisfactory references. W-86, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

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### COMPLETE PACKAGING LINE

#### FOR ONE POUND LARD PACKAGES, including:

- 1—Peters Carton forming and lining machine, Senior (80 PM)
- 1—Peters folding and closing machine Senior (80 PM)
- 1—Harrington Filler (60 per minute), \$5000.00 FOB Newark, N. J.
- 2—JUNIOR VOTATORS (3000# per hour) less refrigerating compressors, \$2500.00 each FOB Newark, N. J. JOHN ENGELHORN & SONS, 18 Avenue L, Newark 5, N. J.

### SAUSAGE EQUIPMENT FOR SALE:

- 1—Buffalo Silent Cutter model 44B with 25 HP motor, 1/3 cost price—Used 9 months—\$618.00
- 1—Stainless Steel 40 gallon Steam Jacket Kettle 1/3 cost price \$69.66
- 1—Great Lakes Conveyor type Package & Label Sealer 1/3 cost price—NEW—\$275.25

### CASH TALKS

E. G. Halstead, 121 Tree Road, Sarasota, Florida

### YOUR PACKAGED MEATS NEED CODE DATING

We offer a Complete Line of Code Daters and Name Markers—Automatic for conveyor lines and Wrapping Machines—also Power-driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem

KIWI CODERS CORPORATION  
4027 N. Kedzie Ave. Chicago 18, Ill.

**FOR SALE:** 2 Baker Model 13A, 10 1/4 x 10 1/4, two-cylinder ammonia ice machines together with 200 H.P., 440 volt, direct drive synchronous motor. New. In crates! Sacrifice! ACME ICE CO., 3604 W. 59th St., Chicago 29, Ill.

**FOR SALE:** Complete Anco chip steak, hamburger and fabricated meat production line, including #832 slicer and conveyor and #768 grinder extruder. Less than 6 months old. FS-181, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HYDRAULIC PUMPS

2 only—8 x 1 x 12 pumps in good condition. Will sacrifice at \$425 each. Please reply to Box FS-184, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### FOR SALE REASONABLE

1—Model 70-B Buffalo silent cutter, 750 lb. bowl capacity, complete with 75 H.P. motor and starter.

B. S. PINCUS CO.  
755 Callowhill St., Philadelphia 23, Pa.

**FOR SALE:** Anco Vacuumizer. Will hold 800 pound tub truck. One year old, good working order. Write Box FS-164, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### ANDERSON EXPELLERS

All Models, Rebuilt, Guaranteed  
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PITTOCK & ASSOCIATES, Glen Riddle, Penna.

## EQUIPMENT WANTED

**SAUSAGE LINKER MACHINE** wanted. Must be in good condition. For details call KIRCHERS FINE SAUSAGE CO., 1388 Culver Road, Rochester 9, New York, Phone BUTler 8-0680.

**USED PRESCO BACON PUMPER**, MUST BE IN GOOD CONDITION. EW-165, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

## BUSINESS OPPORTUNITY

**WE ARE LOOKING FOR:** Association/Investor(s), experienced preferred, to start a casing cleaning selecting plant by preference Missouri/Kansas/Middle West. Have outlets abroad whole year round. Agreement with independent packers' association also considered. W-186, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

# BARLIANT'S WEEKLY SPECIALS

### Sausage & Bacon

1031—**CURING MACHINE:** Boss "Permeator" standard model, like new \$2,200.00  
9907—**FROZEN MEAT CUTTER:** General Mchv, stainless steel, 3 HP, excellent cond. \$2,075.00  
9998—**SMOKEHOUSE:** (2) stainless steel, 2-door unit, 6' x 6 1/2' x 7 1/2' high, w/recording instruments & all controls ea. \$1,500.00

1037—**STUFFER:** Globe 500 lbs. stuffing valves, air piping and tubes \$1,250.00

9758—**STUFFER:** Anco 500 lb. cap., reconditioned, new gaskets, valves, A-1 condition \$1,175.00

1011—**STUFFER:** Buffalo 200 lb. cap., w/values, horns, 1/2 HP, air compressor, complete \$825.00

9165—**STUFFER:** Globe 200#, with stuffing valves & air piping, ready to be placed in operation \$725.00

9354—**HYDRAULIC SLICER:** Anco #832, for lunch meat, latest style \$2,750.00

1038—**AUTOMATIC TY-LINKER:** md. 114A \$1,050.00

9242—**SAUSAGE DISPENSER:** Boss, size #2, will handle 3/4 to 5 lb. \$225.00

9488—**GRINDER:** Boss, with brand new Buffalo 66B Heavy Duty bowl & worm, 8 1/4" plates, 25 HP. motor, excellent condition \$1,000.00

9785—**GRINDER:** Anco 762A, 7 1/4" plates, 20 HP. motor, Herringbone Gear Drive \$875.00

9882—**SAUSAGE COOKERS:** (3) Jourdan type, stainless steel, galv. iron frame, 9" x 6 1/2" x 5 3/4" wide, w/Wesco Pumps (2 1/2") overhead Sprays, Temperature Indicators ea. \$750.00

9710—**SILENT CUTTER:** Buffalo #85-B, 500 lb., self-emptying, 10-knives, 60 HP. mtr. \$1,975.00

9319—**SILENT CUTTER:** Buffalo #88-B, 175 lb. cap., 15 HP., extra knives, record, excel. cond. \$825.00

9756—**LOAF DIP TANK:** Advance, stainless steel, gas fired, A-1 condition \$295.00

1001—**HAM MOLD WASHER:** Adelmann, aluminum bowl, 1/2 HP. motor \$225.00

9753—**HAM MOLES:** (160) Adelmann Ham Boller Corn., stainless steel, with covers:

70—#D-2-G, 12" x 5 1/2" x 5 1/4" ea. \$13.50

40—#D-2-E, 12" x 6 1/2" x 5" ea. \$13.50

30—#D-0-E, 12 1/2" x 6 1/2" x 5 1/2" ea. \$13.50

962—**HAM MOLES:** stainless steel, with covers, like new springs, excellent condition, factory converted for use as Hay Molds—Reduced to ea. \$12.75

150—#108 (1-0-E) 8 lbs. 11" x 5 1/2" x 4 1/2" ea. \$13.50

308—#112 (0-2-X) 11 lbs. 11" x 4 1/2" x 5 1/2" ea. \$13.50

131—#113 (0-2-G) 10 lbs. 12" x 5 1/2" x 5 1/4" ea. \$13.50

236—#114 (2-0-E) 12 lbs. 12" x 6 1/2" x 5 1/2" ea. \$13.50

63—#116 (6-0-E) 15 lbs. 12 3/4" x 6 1/2" x 5 1/2" ea. \$13.50

9838—**LOAF MOLES:** (231) Globe Hay #66-S, s.s. 10" x 4 1/4" x 4 1/4", w/covers, reduced to ea. \$6.50

9937—**LOAF MOLES:** (200) stainless steel, with covers, 4" x 4" x 24" ea. \$3.50

### Rendering & Lard

9867—**LARD VOTATOR:** Girdler Jr. model, first class condition \$2,450.00

9945—**COOKER:** 5' x 16', built for internal pressure, A.S.M.E. coded Bids requested

1030—**COOKER:** Anco 5' x 10', 15 HP. Bids

9451—**COOKER:** French Oil Mill, 4' x 9', 15 HP. motor & starter \$1,850.00

9944—**BLOOD DRYERS:** (4) 5' x 16', with 40 HP. mtr. & starter, A.S.M.E. coded Bids requested

1034—**HYDRAULIC PRESS:** Anco 300 ton, with steam pump and controls \$2,500.00

9986—**EXPELLER:** Anderson R.B., 15 HP. \$2,500.00

9658—**SHREDDER:** Boss #705, size 26, 12 1/2" x 14 1/4" opening, w/steel base & V-belts \$1,700.00

1035—**HAMMERMILL:** Stedman, 30" x 24" opening, direct drive, excellent condition Bids requested

### Miscellaneous

1039—**GEBHARDT BLOWER UNITS:** (4) model 510 BHN, 17" x 10' long stainless steel pans, 4 layers tubes, heavy duty coils, humidity balancer sheets, 1/2 HP. motors, with controls & switches, ea. \$385.00

9942—**PACKAGE BOILER:** Cyclotherm Steam Generator, type 17250, 500 HP., 126 lbs. W.P., A.S.M.E. coded, 1523 heating surface, installed 1956, measures 6' dia. x 19 3/4" long, uses #6 oil, can be converted to gas, w/condensate return system & controls \$15,000.00

9941—**PACKAGE BOILER:** Cleaver-Brooks, steam Generator, oil fired, uses #6 oil, 100lb. max. W.P., 150 HP., model OB-15, A.S.M.E. coded, can be converted to gas, complete w/condensate return system, pre-heater, controls, valves \$3,000.00

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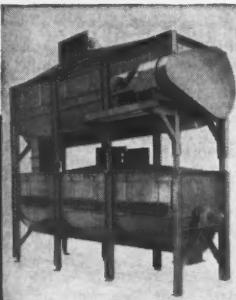
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# ADVERTISERS

*in this issue of THE NATIONAL PROVISIONER*

Allbright-Nell Company, The ..... Third Cover

Barlant and Company ..... 33

Busse Brokerage ..... Front Cover

Cincinnati Butchers' Supply Co., The ..... 5

Dodge & Olcott, Incorporated ..... 4

Dow Chemical Company, The ..... Fourth Cover

Dupps Company, The ..... 17

Fibreboard Paper Products Corp. ..... 13, 14

First Spice Mixing Company, Inc. ..... 29

French Oil Mill Machinery Company, The ..... 34

Globe Company, The ..... 3

Hess-Line Company ..... 29

Hollenbach, Inc., Chas. ..... 32

Hygrade Food Products Corporation ..... 6

Koch Equipment Co. ..... 34

Kohn Co., Edward ..... 34

Legg Packing Company, Inc., A. C. ..... 22

Morrell & Co., John ..... 6

Nassoit-Sulzberger & Co. ..... 27

Rath Packing Company, The ..... 27

Smith's Sons Company, John E. ..... Second Cover

Speco, Incorporated ..... 17

Tee-Pak, Incorporated ..... 6

Union Carbide Corporation,  
Visking Company Division ..... 7, 8

Vegex Company ..... 32

Visking Company,  
Division of Union Carbide Corporation ..... 7, 8

While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of a change or omission in this index.

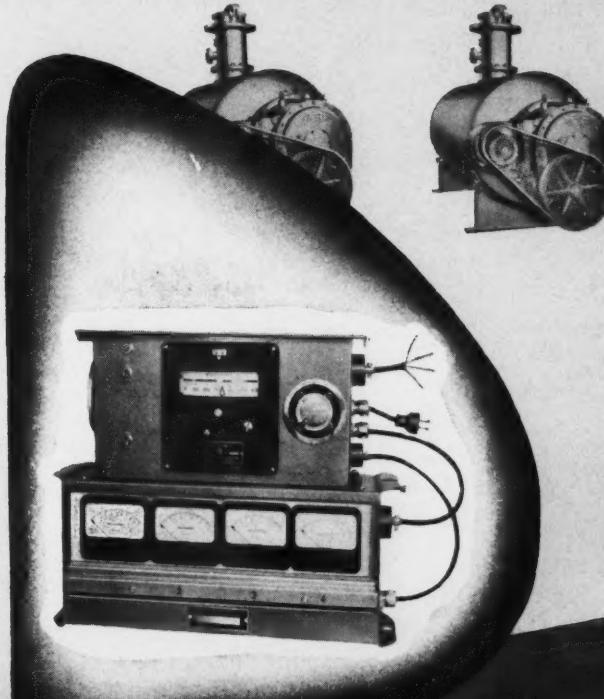
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JULY 26, 1958



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